

PATENT
Customer No. 22,852
Attorney Docket No. 10022-0001-00

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Application of:)
Robert N. MILMAN et al.) Group Art Unit: 3629
Application No.: 09/724,268) Examiner: John Weiss
Filed: November 28, 2000)
For: METHOD AND SYSTEM FOR) Confirmation No.: 7895
PROVIDING REAL ESTATE)
INFORMATION USING A COMPUTER)
NETWORK, SUCH AS THE INTERNET)

Commissioner for Patents
P.O. Box 1450
Alexandria, VA 22313-1450

Sir:

AFFIDAVIT OF ROBERT N. MILMAN

I, Mr. Robert N. Milman, declare as follows:

1. I am a named inventor of the above application and the provisional application to which the above application claims priority.
2. I participated in the preparation of the Amendment of February 21, 2006 and have read that amendment.
3. In the preparation of the February 22, 2006 amendment, I reviewed the formal and the provisional application.
4. I understand that the February 2006 amendment added Figs. 2A-B, 6A-C, and 20-24 to the formal application. I have reviewed those Figures. Each of added Figs. 2A-B, 6A-C, and 20-24 were photocopies of all or portions of pages in the provisional application. Attached

at Appendix 1 are photocopies of the specific pages of the provisional application that were used to make these Figures. A marker has been added to the photocopied pages, to indicate that the respective pages were the “basis for” the added Figures 2A-B, 6A-C, and 20-24.

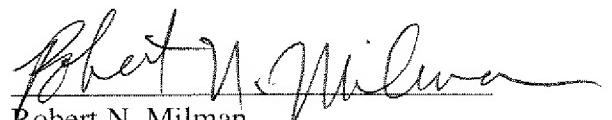
5. I understand that the February 2006 amendment added written disclosure to the formal application and that the additions are identified by underlining in Exhibit B and describing the newly added Figures. The substance of the written disclosures regarding the added Figures and identified by underlining in Exhibit B were taken from and are contained in the provisional application. Often the underlined disclosures describe what is shown in the drawings or is expressly taken from the pages from which the new Figures were created. At other times the underlined disclosures are supported by other portions of the provisional application and/or the original formal application. Samples of exemplary pages from the provisional application that provide support for added subject matter are included at Appendix 2. The substance of all of the underlined disclosures in Exhibit B are supported by the original applications and claims, and/or the provisional application.

6. I understand that according to Patent Office rules, no amendment may introduce new matter into a disclosure of an application. I also understand that my provisional application filed in November of 2000 was incorporated by reference and included within the technical disclosure of my application. Based on my knowledge of the art relevant to my invention, it is my belief that no new technical disclosure, other than that contained in the formal application as originally filed on November 28, 2000 and in the provisional application filed in April 27, 2000, was added by the Amendment of February 21, 2006.

7. I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that

these statements are made with knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. § 1001, and that such willful false statements may jeopardize the validity of the application and any patent issued thereon.

Date: May 19, 2007


Robert N. Milman

APPENDIX 1

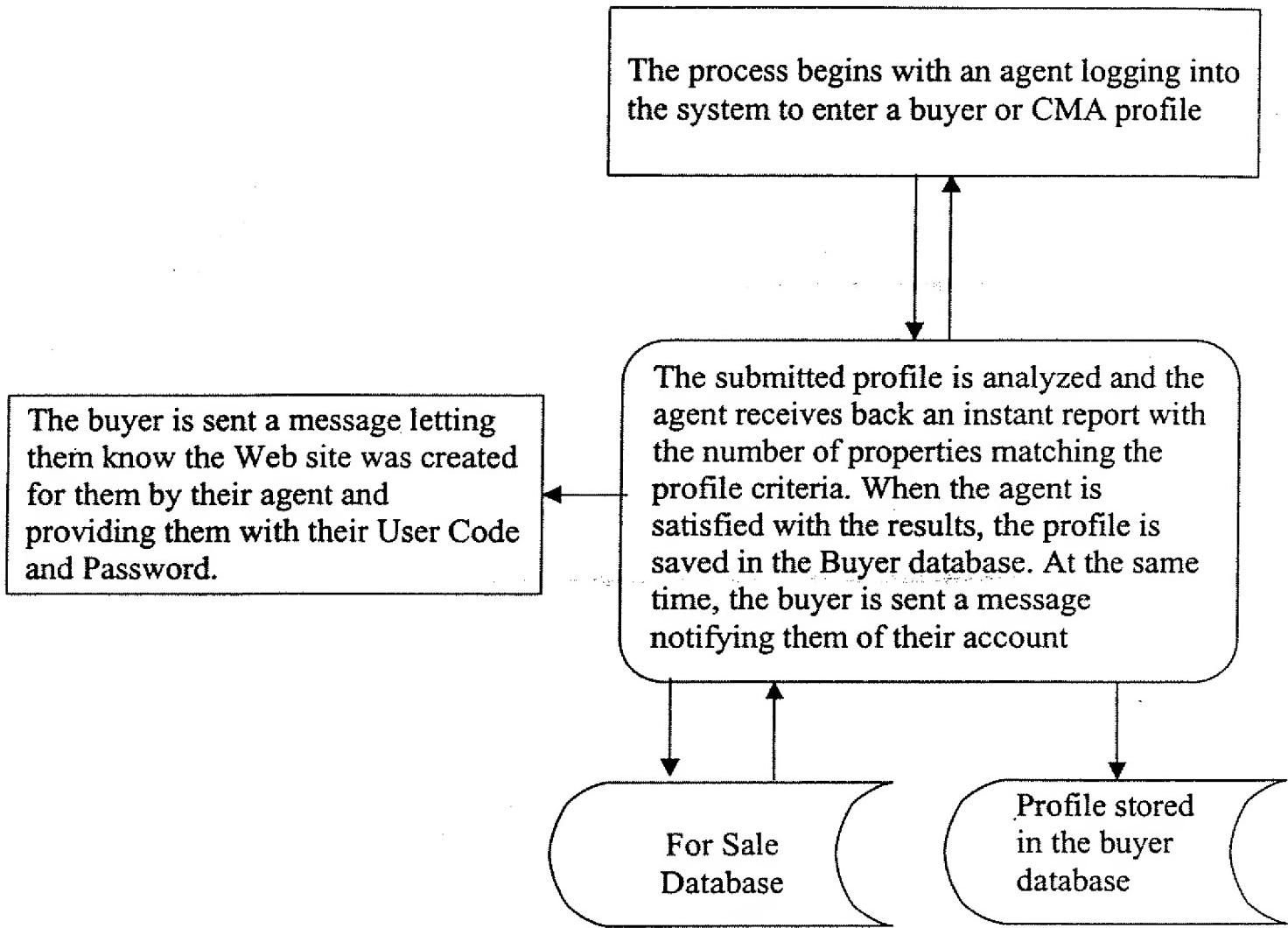
B. Add Buyers (Edit Buyer Profile) – Used to create (change) custom buyer Web sites simply by filling out a buyer profile form. Agents appear to be high tech without having any knowledge of the Internet or programming.

1. Image of Add Buyers

The screenshot shows a web page titled "Buyer Manager © 1997agent.com - Netscape". The menu bar includes "File", "Help", "Buyer Services", "CRM Services", "Marketing Center", "Print Test", "Printline", and "Help". A banner at the top right says "Tell us what you think of our site..." with options "comments" and "suggestions". The main content area has a title "Buyer List - New Buyer" and a sub-instruction "To add a buyer to your Buyer List, fill out the following form. Click [button] when you're done." Below this, there is a form with fields for "Buyer Type" (radio buttons for "Client" and "Prospect" with "Prospect" selected), "Name(s)", "Address 1", "Address 2", "City", "State", "Zip", "Home Phone", "Work Phone", "Fax", "Pager", and "Email". There are also checkboxes for "Buyer Report" and "Property Lookup". A note "Only clients receive Price History & Area Sales" is visible next to the "Client" radio button. At the bottom left of the form area, there is a link "Document Home".

Basis for Fig. 2A

2. Add Buyer Procedure



Basis For Fig. 2B

G. Property Detail – In addition to the normal property information (listing details, property photos and a map showing the property location), Listingbook provides additional reports like Area Sales, Loan Info and Agent Info reports.

1. Image of Property Detail

Area	01-06 / Northstone		
Age	0	MLS#	0945702
Exterior	Brick Veneer	Style	Traditional
Levels	2.0	Rooms	12+
SqFt	2,818	Acreage	0 Acres
Price	\$261,497	\$/SqFt	\$92.80
Bedrooms	5	Baths	3 Full, 1 Half
Heat	Gas	Water	City Water
Basement	No	Parking	2 Car Garage
Misc	Wood Floors, Fireplace(s), Central Air		
<input checked="" type="checkbox"/> Perfect Match			

Property Notes

TAKE L7 Photo Report
RIGHT. C Area Sales
Loan Report

View Photo Report

Basis for Fig. 6A

I. Property Lookup (LbBuyer) – There is no easier way for buyers to obtain information about a particular property. All they need to do is provide the approximate price, street name, sub-division name or MLS number and the property will be displayed in a list of possible properties.

1. Image of Property Lookup

The screenshot shows a web browser window for 'Property Lookup @ LbBuyer.com - NetScape'. The title bar includes the URL 'Property Lookup @ LbBuyer.com - NetScape' and the Netscape logo. The menu bar contains 'File', 'Edit', 'View', 'Search', 'Help', and 'Logout'. A banner at the top right says 'FREE'. Below the menu is a navigation bar with links: 'Home Page', 'Report Errors', 'Property Lookup', 'Fanned List', 'Full List', 'Help', and 'Logout'. A large black rectangular area contains the text 'Tell us what you think of our site...'. Below this are two buttons: 'comments' and 'suggestions'. To the right of the text area is a small house icon with a cursor arrow pointing towards it. The main content area has a white background with a thin black border. It contains the following text:
Property Lookup will allow you to look for any property in Cabarrus, Mecklenburg, Stanly, Union, and York counties.

[Redacted input field]

 Target Price Target Price finds properties priced close to the price you enter. Price Range finds properties priced between the prices you enter. Sub-Division and Street Name find properties with the name you enter in their sub-division or street name.
 Price Range
 Sub-Division
 Street Name
 MLS Number

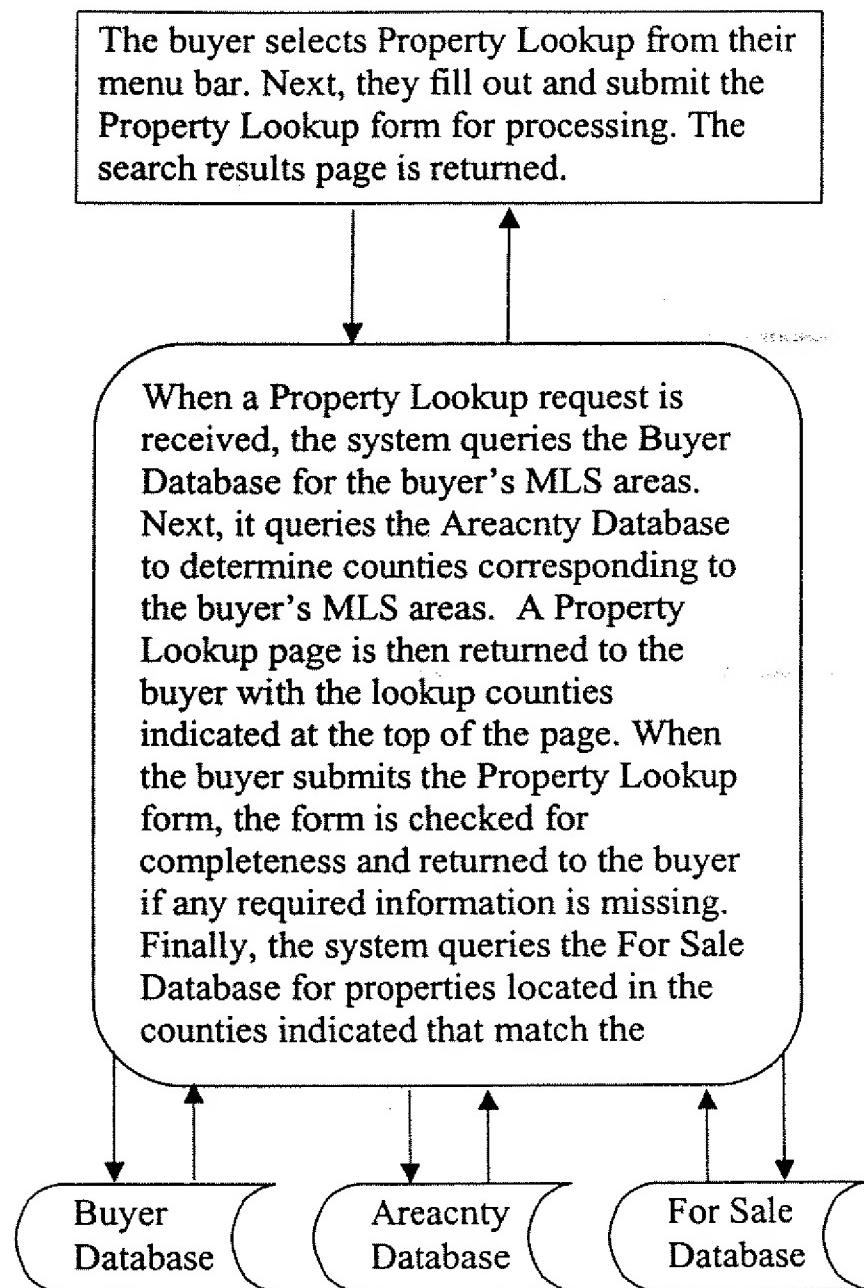
[Redacted input field]

Example: [Redacted input field]

Type in your criteria and click on the 'Begin Search' button.

Basis for Fig. 6B

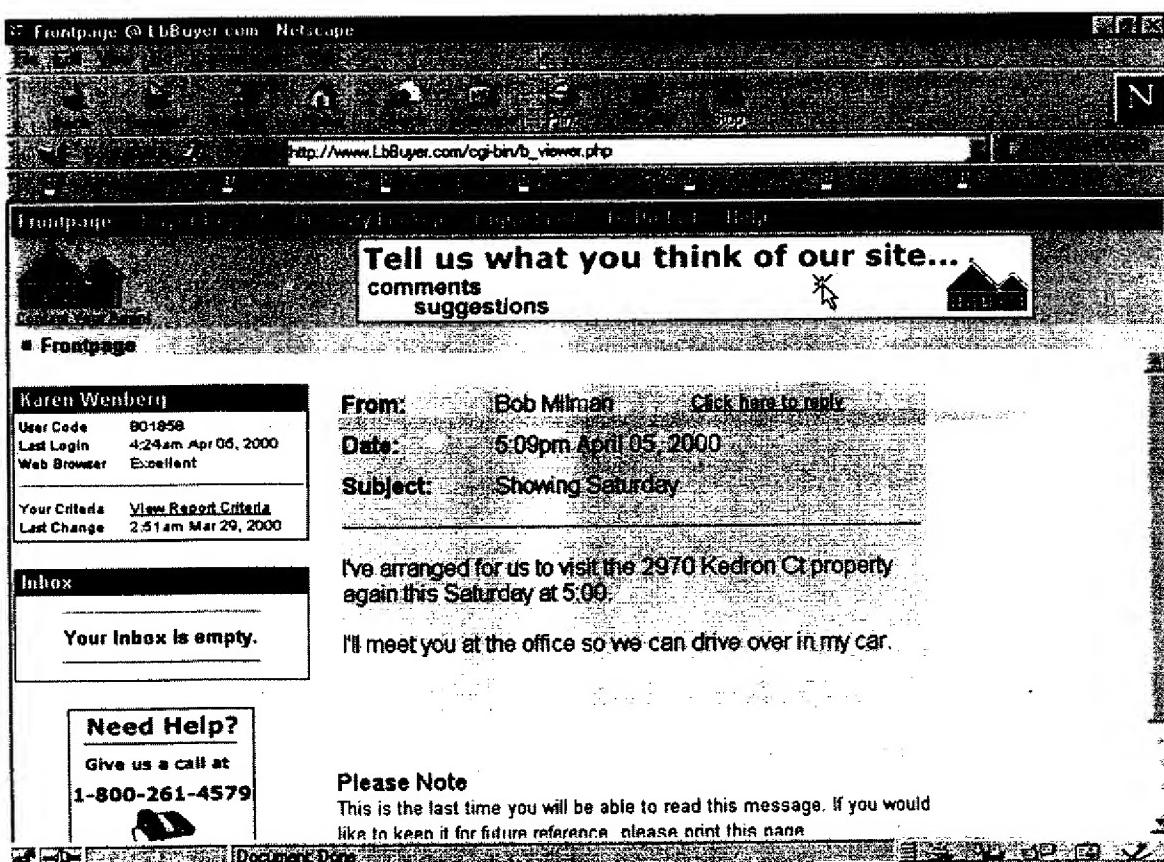
2. Property Lookup (LbBuyer)



Basis for Fig. 6C

K. Integrated Messaging – Instant messaging is integrated into the LbBuyer and LbSeller services. Clients can communicate electronically with their agents anywhere, anytime without the use of an e-mail account.

1. Image of Buyer Message



Basis for Fig. 20

CMA Services @ LbAgent.com - Netscape

[File](#) [Edit](#) [View](#) [Eq](#) [Communicate](#) [Help](#)

[Back](#) [Forward](#) [Home](#) [Search](#) [Help](#)

[Bookmarks](#) [Add](#) [Location](#) http://www.LbAgent.com/cgi-bin/a_viewer.php?view=2

[New Window](#) [Edit](#) [Print](#) [Stop](#)

[Frontpage](#) [Buyer Services](#) [CMA Services](#) [Message Center](#) [Profile](#) [Help](#)

Tell us what you think of our site...


comments suggestions

[CMA List](#) → 1606 Dendy Ln

Address 1606 Dendy Ln

CMA ID 1

Creation Date 4:12pm Jan 19, 2000

Last Edit 7:07pm Jan 19, 2000

For Sale Comps
Click here to view active listings that match this CMA profile.

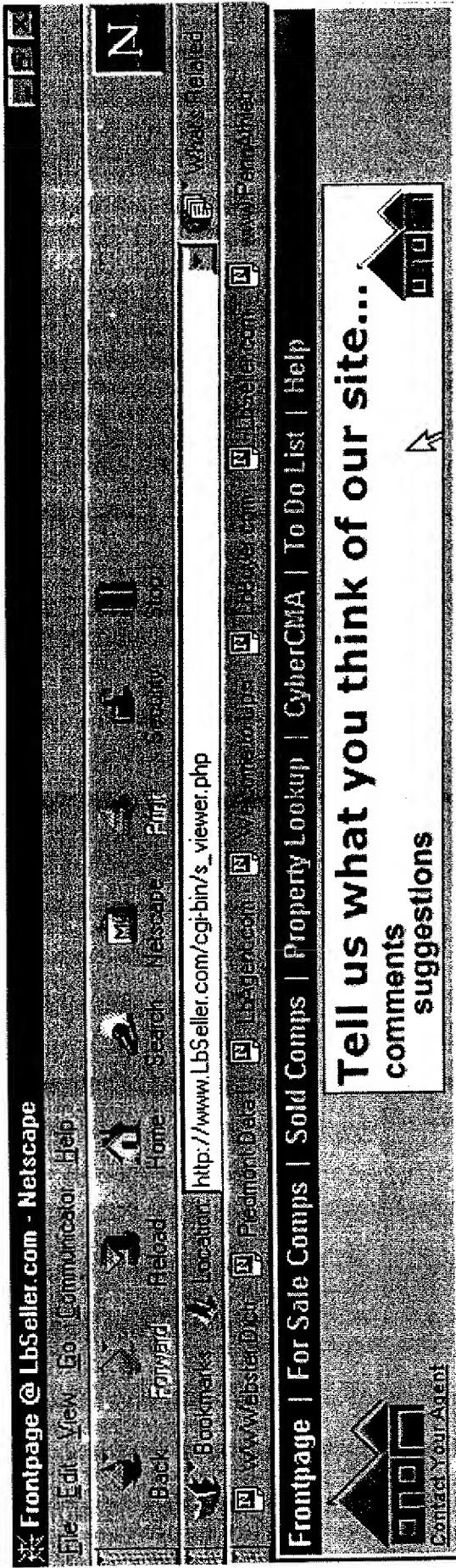
Sold Comps
Click here to view recently sold properties that match this CMA profile.

Property Lookup
Click here to manually search for active or sold listings that match this CMA profile.

CyberCMA Report
Click here to view a CyberCMA report generated using the properties you have identified as comparable.

Edit CMA Profile
Click here to modify this CMA profile.

Give CMA



Basis for Fig. 22

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CyberCMA Reports and Query Rules

I. CyberCMA Reports

CyberCMA Report

SUBJECT PROPERTY

ADDRESS	SUB-DIV	LVLS	BDRMS	BATH	AGE	SQFT	LIST\$	\$SQ/FT	DOM
234 Knob View Ct.	Knob View	2.0	4	3.1	8	4320	N/A	N/A	N/A

FOR SALE PROPERTIES

ADDRESS	SUB-DIV	LVLS	BDRMS	BATH	AGE	SQFT	LIST\$	\$SQ/FT	DOM
913 Knob View Ct.	Knob View	2.0	5	4.1	9	4376	419,500	95.86	220
120 Glousman Rd	Willow Gle	2.0	4	3.1	10	4283	444,900	103.88	84

AVERAGE LIST\$: 432,200 AVERAGE \$/SQ.FT.: 99.83 AVERAGE MARKET TIME: 152

SOLD PROPERTIES

ADDRESS	LVLS	BDRMS	BATH	AGE	SQFT	LIST\$	SALE\$	\$SQ/FT	DOM
509 Barrington Way	2.0	5	4.2	8	4650	469,900	425,000	91.40	124
234 Allistair Road	2.0	5	5.0	10	4840	480,000	450,000	92.98	83

AVERAGE LIST\$: 474,950 AVERAGE \$/SQ.FT.: 100.10 AVERAGE MARKET TIME: 104

AVERAGE SALE\$: 437,500 AVERAGE \$/SQ.FT.: 92.20 SALE\$ TO LIST\$: 92%

\$437,500

Sold Properties	\$425,000	-----	\$450,000
	Lo Price	Average	Hi Price

\$432,200

For Sale Properties	\$419,500	-----	\$444,900
	Lo Price	Average	Hi Price

\$429,300

Subject Property	\$398,300	-----	\$432,500
	Lo Price	Average	Hi Price

Information believed to be accurate but subject to verification by all parties.

Note: Properties could be removed by viewing the detail and clicking on the "Un CMA" button

II. QUERY RULES

Use these rules to establish SQL criteria:

Note: If listed property (ML# load) or optional Price Range entered by agent, use price as indicated below. If no Price Range, substitute Heated Sq Ft for Price Range and make sure Heated Sq Ft is not used twice in the query.

R_ACTV

```
If sub-division#"N/A"
  If count for type and sub-division ( in same area(s) ) and
    acre< Subject acre+/-1 and price = subject price +/-20% > 9
      as_area = sub-division ( in same area(s) )
    else
      If count for type and (area and sub_area and zip_code) and
        acre< Subject acre+/-1 and price = subject price +/-20% > 9
          as_area = area and sub-area and zip_code
        else
          If count for type and (area and sub_area ) and acre< Subject
            acre+/-1 and price = subject price +/-20% > 9
              as_area = area and sub-area
            else
              as_area = area
          endif
        else
          If count for type and (area and sub_area and zip_code) and
            acre< Subject acre+/-1 and price = subject price +/-20% > 9
              as_area = area and sub-area and zip_code
            else
              If count for type and (area and sub_area ) and acre< Subject
                acre+/-1 and price = subject price +/-20% > 9
                  as_area = area and sub-area
                else
                  as_area = area
                endif
              endif
            endif
endif
```

Test 1 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 15% (Ex.170000-230000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 20% (Ex.1600-2400 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 2 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 25% (Ex.1500-2500 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 3 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 4 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Test 5 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 6 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 7 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 8 - Stop regardless of what is found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Use R_Soldis

```
If sub-division#"N/A"
  If count for type and (sale date <= 12 months) and sub-division ( in same area(s) )
  and acre< Subject acre+/-1 and price = subject price +/-20% > 9
    ss_area = sub-division ( in same area(s) )
  else
    If count for type and (sale date <= 12 months) and (area and sub_area and
    zip_code) and acre< Subject acre+/-1 and price = subject price +/-20% > 9
      ss_area = area and sub-area and zip_code
    else
      If count for type and (sale date <= 12 months) and (area and sub_area )
      and acre< Subject acre+/-1 and price = subject price +/-20% > 9
        ss_area = area and sub-area
      else
        ss_area = area
    endif
  endif
else
  If count for type and (sale date <= 12 months) and (area and sub_area and
  zip_code) and acre< Subject acre+/-1 and price = subject price +/-20% > 9
    ss_area = area and sub-area and zip_code
  else
    If count for type and (sale date <= 12 months) and (area and sub_area )
    and acre< Subject acre+/-1 and price = subject price +/-20% > 9
      ss_area = area and sub-area
    else
      ss_area = area
    endif
  endif
endif
```

Test 1 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date <= 6 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 15% (Ex. 170000-230000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 20% (Ex. 1600-2400 [2000])

Levels - Same as subject (Ex. Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 2 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 20% (Ex.1600-2400 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 3 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 25% (Ex.1500-2500 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 4 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+1

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 5 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date ==< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Test 6 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date ==< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 7 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date ==< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 8 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date ==< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 9 - Stop regardless of what is found

Area

Type - Single Family or Condo-Townhome

Sale Date ==< 12 months

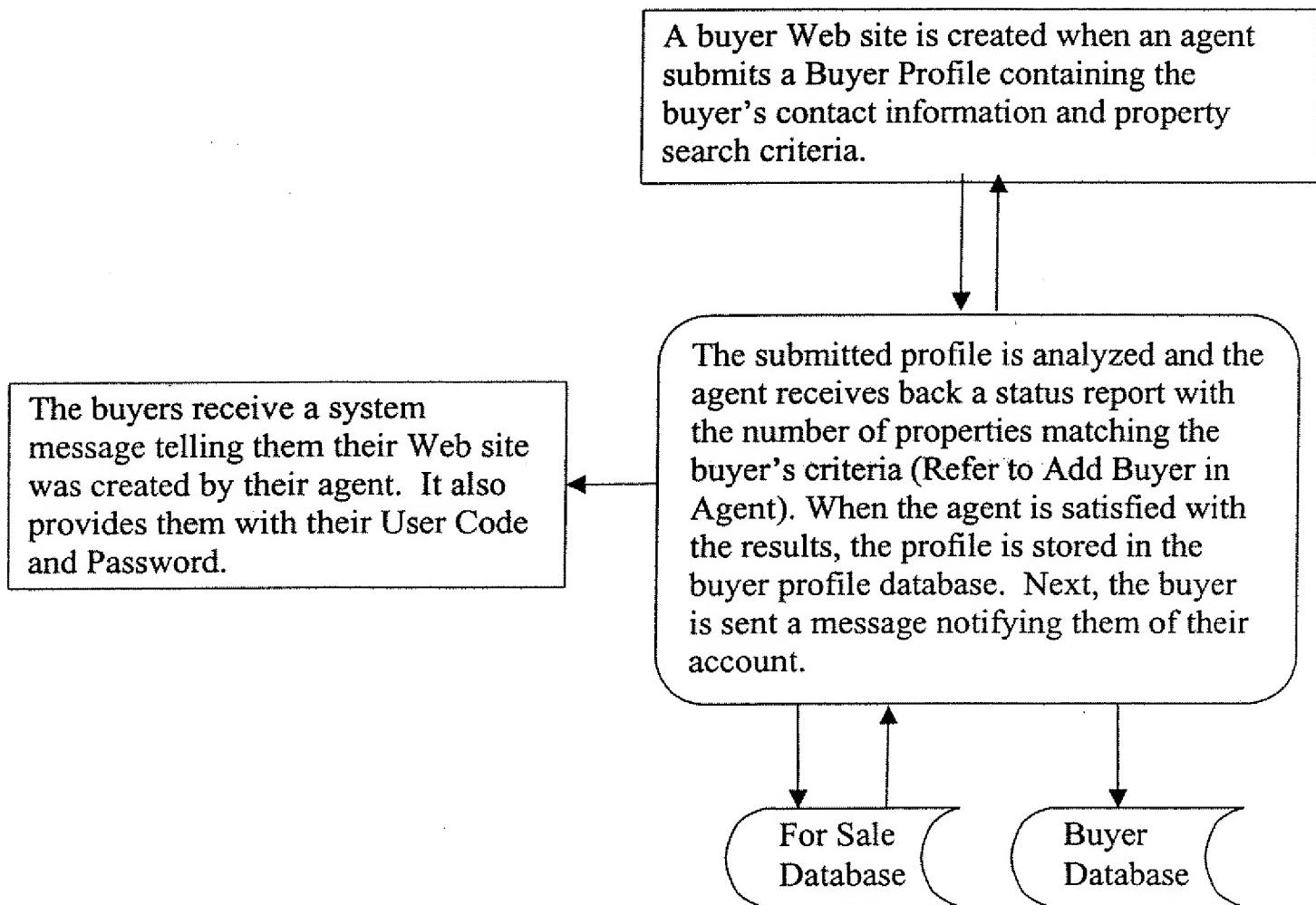
Acre - less than Subject acre+/-1

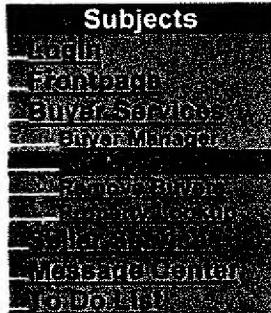
Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

After the sold criteria is found, add an "or" condition that will include properties that match the active criteria and have sold in the past 90 days (even if they don't match the sold criteria). If the result is more than 50 solds, reduce the days used with the active criteria to 60, 30, or 15 days. This will pick up properties that were in the For Sale list and sold that wouldn't appear in the sold list if the sold criteria is more restrictive.

APPENDIX 2

Buyer Web Site Creation





④ → Email Box

The Email box is used to indicate the buyer's Email address. Since buyer notifications (including new account information) will be sent to the address provided, it is important that you make sure the address is correct. Test the address prior to adding a buyer to insure your buyer receives all information. Leave the Email box blank if entering a buyer profile for your information only.

To continue learning about Add Buyers, click on 2 below.

To add a buyer to your Buyer List, fill out and submit the following form. Click **Finish** when you're done.

Customer

① Buyer Type: Client Only clients receive File History & Area Sales

② Give Buyer: Buyer Report Property Lookup

③ Name(s): [Text Field]

Address 1: [Text Field]

Address 2: [Text Field]

City: [Text Field] State: [Text Field] Zip: [Text Field]

Home Phone: [Text Field] [Text Field] [Text Field]

Work Phone: [Text Field] [Text Field] [Text Field]

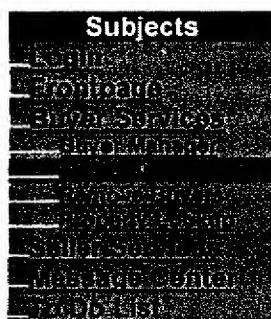
Fax: [Text Field] [Text Field] [Text Field]

Pager: [Text Field] [Text Field] [Text Field]

④ Email: [Text Field]

1 2 3 4 5

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Add Buyers - Page 2 Introduction

The Report Criteria section is an important part of Add Buyers. It determines the properties presented in the Buyer Report. The first two sections are Property Type and MLS Areas. Use of MLS Areas is optional if an Advanced Area will be selected. If selections are made from both Advanced Areas and MLS Areas, the Buyer Report will contain properties from both area types.

To learn more about Add Buyers, click on the numbered arrows.

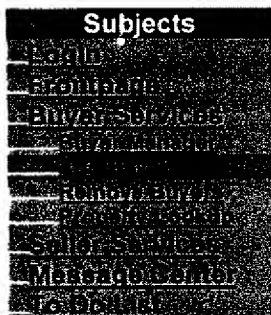
Single Family Condo - Townhome

To select or deselect MLS areas, hold down the Control key (Ctrl) and click the areas using your mouse.

- 01-00 Area 1 - NE Charlotte/Mecklenburg County
- 01-01 Southwest Area 1
- 01-02 Southeast Area 1
- 01-03 Southwest Area 1
- 01-04 Southeast Area 1
- 01-05 Central Area 1
- 01-06 Northern Area 1
- 01-07 Northern Area 1

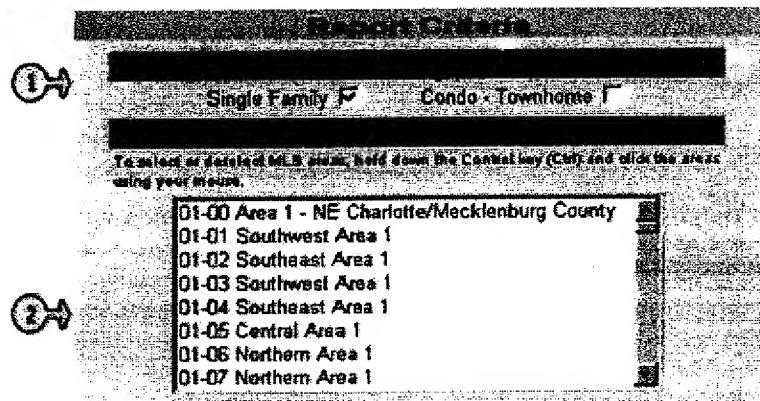
1 2 3 4 5

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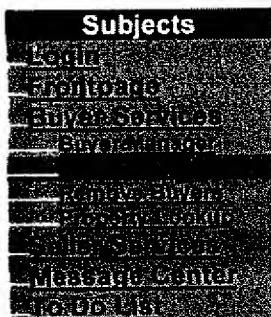


1 ➔ Property Type Check Boxes

The Property Type check boxes are used to indicate whether the buyers want Single Family, Condo - Townhome, or both property types. The default property type is Single Family. If the buyers want only Condo - Townhome, click on Single Family to deselect it prior to clicking on Condo - Townhome.



1 2 3 4 5



Add Buyers - Page 3 Introduction

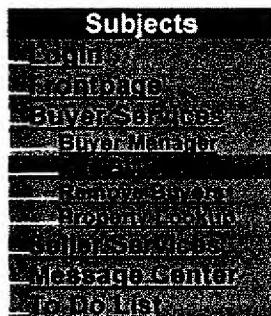
The next criteria sections are Advanced Areas and Price. Use of Advanced Areas is optional if an MLS area has been selected. If selections are made from both Advanced Areas and MLS Areas, the Buyer Report will contain properties from both area types.

To learn more about Add Buyers, click on the numbered arrows.

① Advanced Areas
② Advanced Areas dropdown
③ Highest \$
④ Lowest \$

1 2 3 4 5

90

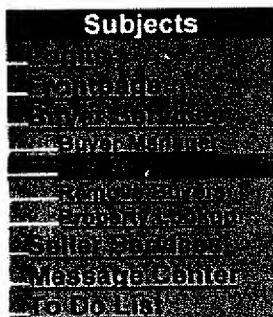


① → Like to Have Column

The Like to Have column is used to indicate features that are desired instead of required. If a property lacks a Like to Have feature, it would be included in the Buyer Report with the mismatched feature indicated. For example, an agent might indicate "Age - 3 years or less" as a Like to Have feature and "Age - 10 years or less" as a Must Have feature. If a property is 4 years old, it would make it to the Buyer Report but would not be a Perfect Match due to its age.

Feature	Like to Have	Must Have
Age - 3 years or less	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Age - 10 years or less	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Age - More than 10 years	<input type="checkbox"/>	<input type="checkbox"/>
Basement - 2 car garage	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Basement - 1 car garage	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Basement - No garage	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Basement - 3 car garage	<input type="checkbox"/>	<input checked="" type="checkbox"/>

1 2 3 4 5



② Must Have Column

The Must Have column is used to indicate required features. Must Have features **MUST** be satisfied for a property to be in the Buyer Report. If you indicate "Age - 3 years or less" as a Must Have feature, a property that is 4 years old would be excluded from the Buyer Report. Even if you select "Age - 10 Years or less" as a Like To Have feature, it would not override the fact that the property didn't match the Must Have feature "Age - 3 years or less".

To continue learning about Add Buyers, click on 5 below.

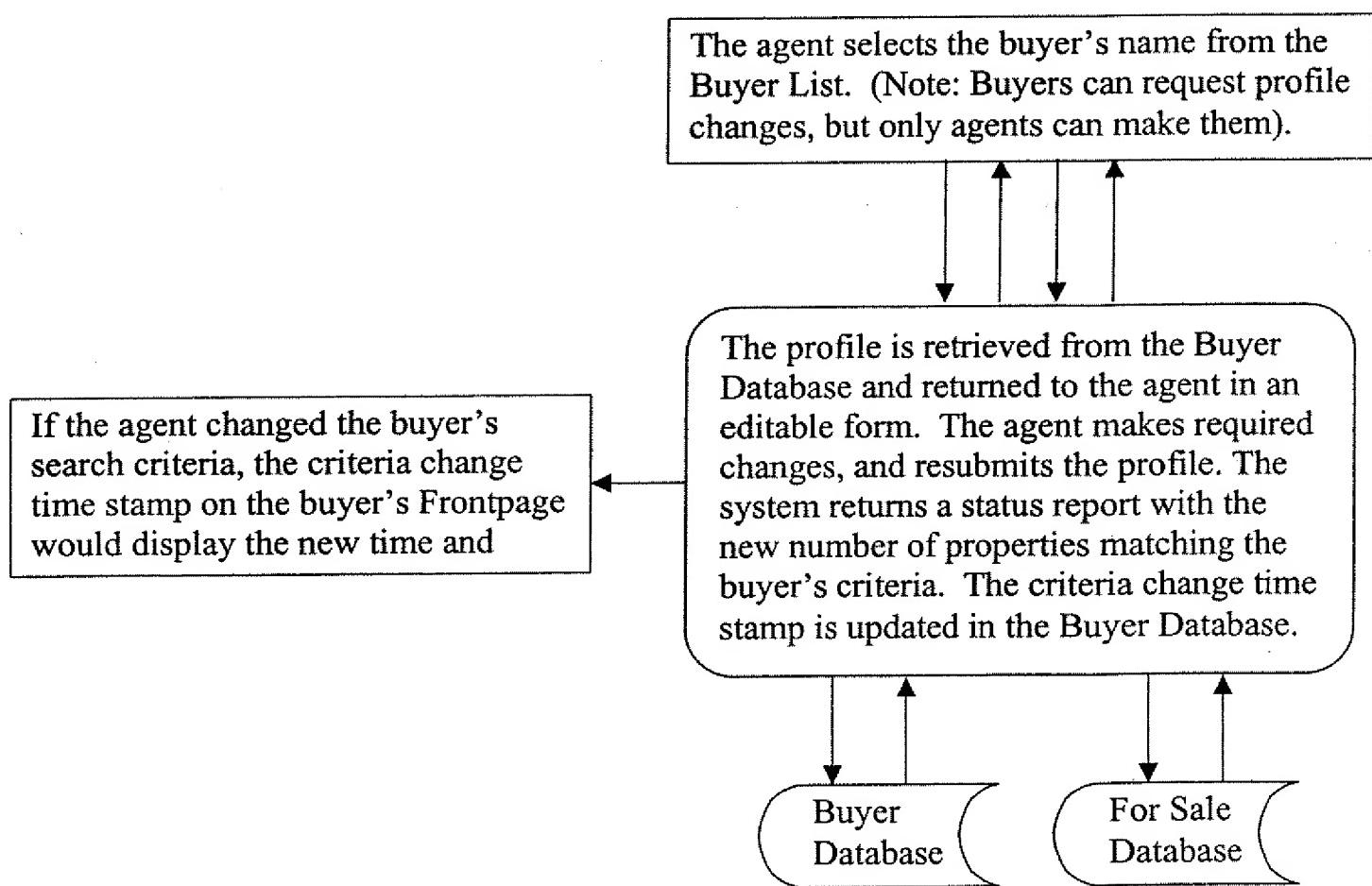
Select features by clicking the appropriate column. A property that has a Must Have feature will be excluded from the Buyer Report. Properties that have both the Like To Have and Must Have features are considered partial matches.

Feature	Like To Have	Must Have
Age - 3 years or less	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Age - 10 years or less	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Age - More than 70 years	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Bedrooms - 1 or more	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Bathrooms - 1 or more	<input type="checkbox"/>	<input checked="" type="checkbox"/>

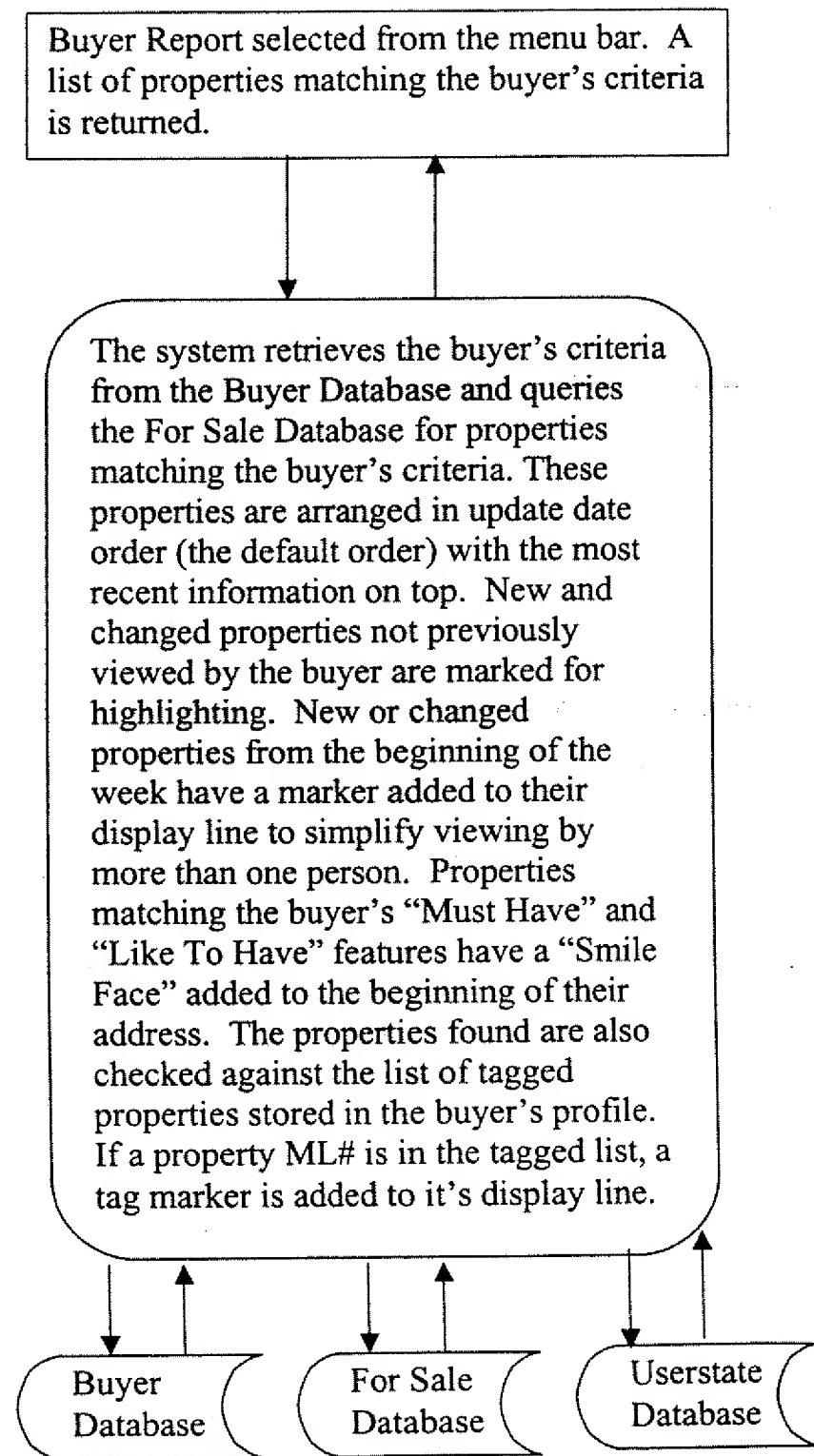
1 2 3 4 5

A handwritten signature in blue ink.

Changing the Buyer Profile



2. Property List Preparation



F. Continued.

3. Price History Links – Embedded price links indicate properties that had price changes since they were listed. The absence of a price history link indicates that the price hasn't changed since the property was listed.

Price History links are unique to Listingbook.

The price history links can be useful in preparing an offer to purchase on a property .

4. Unseen Property Highlighting (Buyer Report) – Users are given a visual indicator of properties that were added or changed in the Buyer Report since the user last viewed the report.

Other systems send alerts when new property information is available, but do not indicate the new properties when the user views their search results. To our knowledge, they also ignore changes (ie. price, etc.) that could be of interest to buyers.

F.4. Continued.

Easier to keep up with than the real estate portals since the highlighting identifies the properties at the top of the report that were added or changed since the user last viewed the report.

5. New and Chg Markers (Buyer Report)– Indicate properties that were added or changed in the Buyer Report since the beginning of the week.

This information is not available from the real estate portals.

After the new or changed properties are viewed, they lose their highlighting. The New and Chg markers remain until the next week begins to indicate recent changes. This is important when the Buyer Report is being viewed by more than one person.

6. Tagged Markers (Buyer Report) – Indicate report properties they were tagged by the buyers or their agent.

The real estate portals allow users to save properties, but saved properties are not indicated when the search results are displayed.

F.6. Continued.

Indicating tagged properties (and who tagged them) eliminates duplicate tagging of properties.

7. CMA Markers (CMA Comp Lists) – Similar to Tagged Properties in the Buyer Report, CMA properties were selected as comparables by the agent or property owners.

The real estate portals don't provide CMA information.

Indicating CMA properties (and who selected them) eliminates duplicate selection of properties.

8. Synchronized Viewing – Multiple users can view a property list at the same time. Each user is given control of the viewing process, but viewing can be coordinated since the lists will have identical property information and are arranged in the same order.

To do the same thing using the real estate portals, a separate user with identical search criteria would need to be entered for each person viewing the list.

F.8. Continued.

Facilitates virtual tours of properties regardless of where the viewers are located. For example, an agent in city A and a wife in city B and her husband in City C can all view the same list. If the agent does a conference call, she can take the couple on a virtual tour by directing the couple to the properties to view.

G. Property Detail – In addition to the normal property information (listing details, property photos and a map showing the property location), Listingbook provides additional reports like Area Sales, Loan Info and Agent Info reports.

1. Image of Property Detail

The screenshot shows a web browser displaying a real estate listing for a house at 12235 Kane Alexander Dr. The page includes a navigation bar with links for Home, Buyer Services, LMA Services, Message Center, To Do List, Profile, and Help. A banner at the top encourages user feedback with the text "Tell us what you think of our site..." and links for "comments" and "suggestions". Below the banner, a breadcrumb trail shows the path: Buyer List → Karen Wenzel → Buyer Report → Property Detail. The main content area is titled "Property Overview" and shows a large thumbnail image of the house. To the right of the image is a table of property details:

Area	01-06 / Northstone		
Age	0	MLS#	0945702
Exterior	Brick Veneer	Style	Traditional
Levels	2.0	Rooms	12+
SqFt	2,818	Acreage	0 Acres
Price	\$261,497	\$/SqFt	\$92.80
Bedrooms	5	Baths	3 Full, 1 Half
Heat	Gas	Water	City Water
Basement	No	Parking	2 Car Garage
Misc	Wood Floors, Fireplace(s), Central Air		
<input checked="" type="checkbox"/> Perfect Match			

Below the table is a section titled "Property Notes" which contains a "Text Editor" field with the instruction "TAKE I-7 RIGHT ON HWY 25. RIGHT ON HWY 73 RIGHT ON HWY 115 LEFT ON MCCORD ROAD. NORTHSTONE IS ON THE RIGHT. C". There are also buttons for "Photo Report", "Area Sales", "Loan Report", "View Photo Report", "Tag It", "Review Criteria", "Last", and "Next". At the bottom of the page, there are links for "Document Done" and "Print".

G. Continued.

2. Area Sales – Without requiring the user to define search criteria, automatically finds sold properties in the area around the property being viewed.

This information is not available from the real estate portals. It would require a significant amount of time to obtain this information using the MLS system.

Provides an idea of the price range of the surrounding properties. May also show resales of neighboring properties providing a good indication of area price appreciation.

3. Loan Report – Estimates PITI for the property being viewed.

Unique in the way it provides TI (taxes and Insurance estimates).

Provides more complete cost estimate than other loan services. Also gives a quick way for buyers or their agent to analyze the impact of price and loan rate changes the buyer's monthly payment.

G. Continued.

4. Agent Info(LbAgent Only) – Provides agents with instant access to additional property information not provided to their buyers and sellers.

The real estate portals don't differentiate between agents and clients.

Allows agents to demonstrate their value as information providers since they can quickly and easily respond to questions or add information about each property being viewed.

Property Lookup

The buyer selects Property Lookup from their menu bar. Next, they fill out and submit the Property Lookup form for processing.

When a Property Lookup request is received, the system queries the Buyer Database for the buyer's MLS areas. Next, it queries the Areacnty Database to determine counties corresponding to the buyer's MLS areas. A Property Lookup page is then returned to the buyer with the lookup counties indicated at the top of the page. When the buyer submits the Property Lookup form, the form is checked for completeness and returned to the buyer if any required information is missing. Finally, the system queries the For Sale Database for properties located in the counties indicated that match the

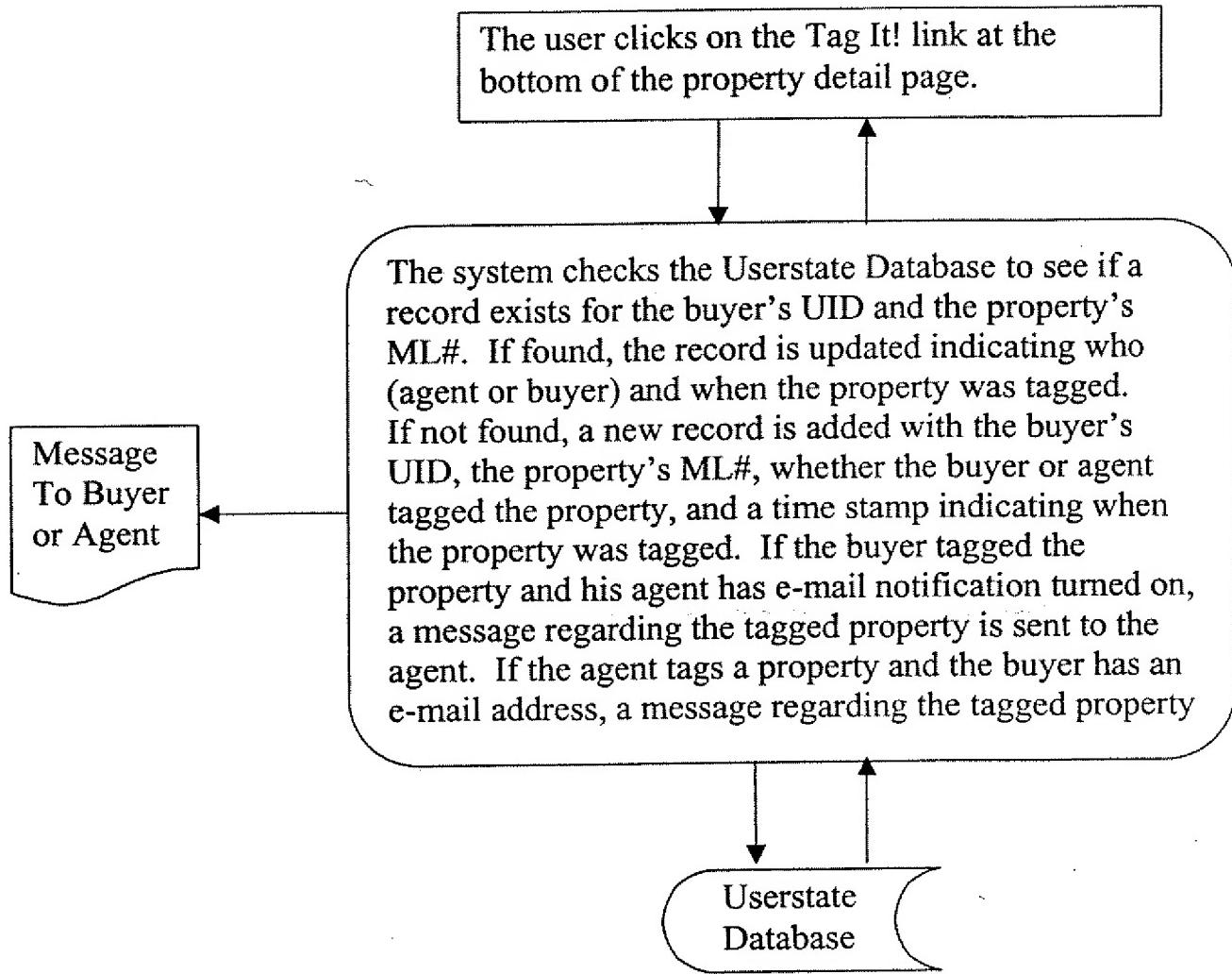
Buyer Database

Areacnty Database

For Sale Database

22A

Tagging A Property



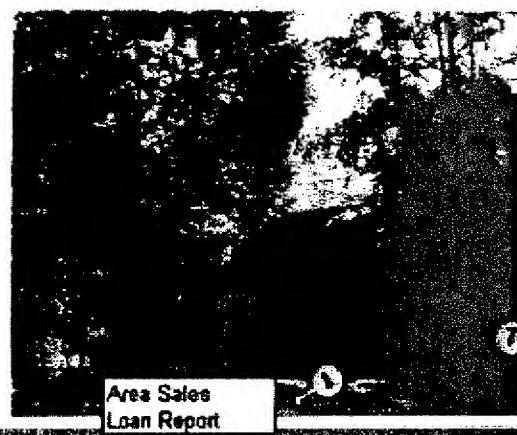
202

Subjects

2 ➔ Tag It!

The Tag It! button is used to indicate your interest in a property. When you click it, three things happen automatically. A link to the property is copied to your Tagged List; a gray Tag marker will be placed on the property indicating you tagged it; and your agent is notified regarding your interest in the property.

Property Overview 3322 Talwyn Ct

[Print](#) | [View Yahoo Map](#)[Area Sales
Loan Report](#)

Area	01-03 / Mallard Grove		
Age	9	MLS#	092066
Exterior	Brck Veneer	Style	Traditional
Levels	2.0	Rooms	11
SqFt	3,100	Acreage	0.68 Acres
Price	\$249,900	\$/SqFt	\$80.61
Bedrooms	4	Baths	2 Full, 1 Half
Heat	Gas	Water	City Water
Basement No		Parking	2 Car Garage
Misc	Wood Floors, Fireplace(s), Security System, Central Air		
<input type="checkbox"/> Age	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

10

11

5

3

4

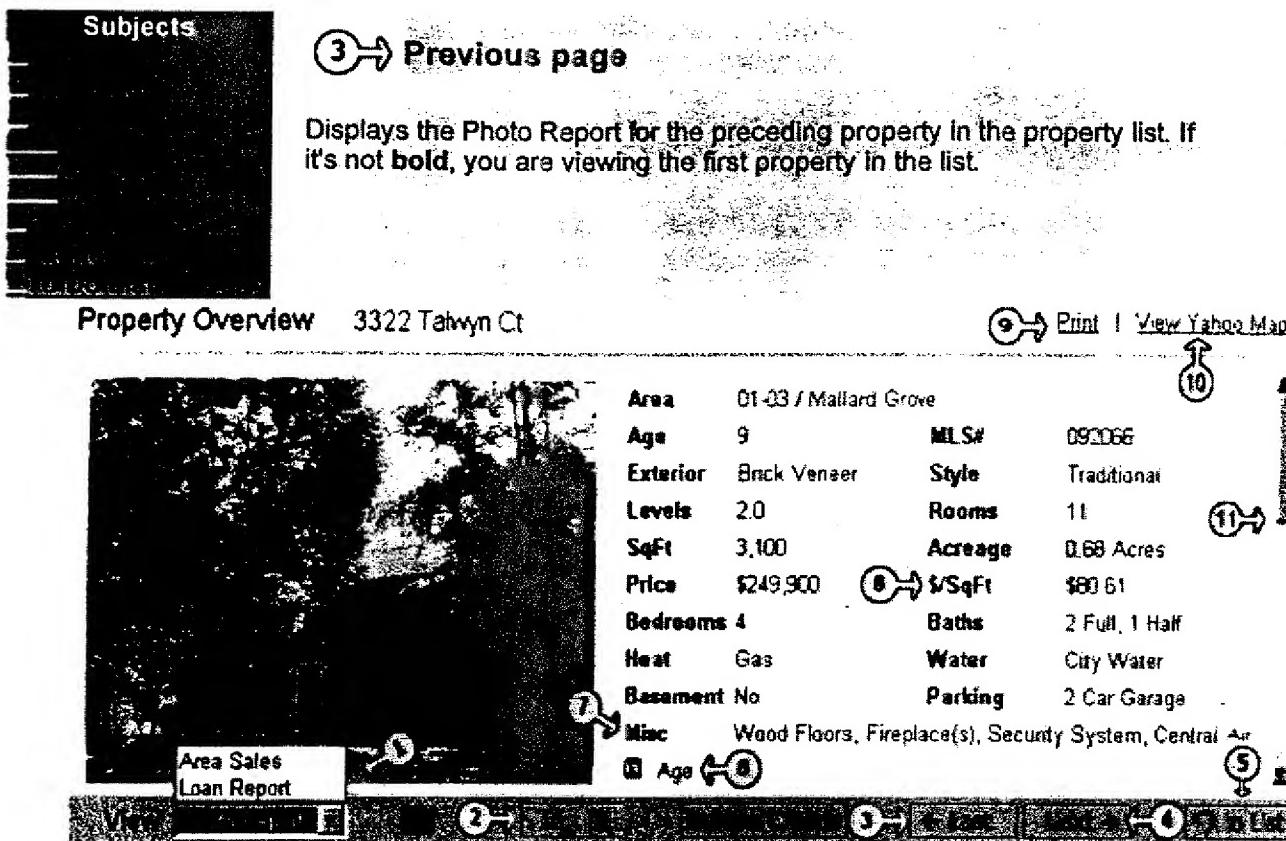
6

7

8

9

204



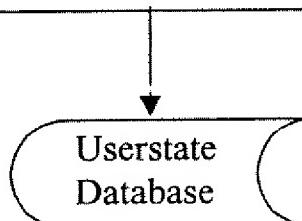
205

Untagging A Property

The user clicks on the “Un Tag” link at the bottom of the property detail page.



The system updates the record in the Userstate Database clearing the fields that hold who and when the property was tagged. A new window with the Tag It! link is returned to the user.



Buyer List Preparation

The Agent selects Buyer Services from the menu bar.

The system retrieves a list of the agent's buyers from the Buyer Database. The resulting table contains each buyer's name, User ID, last login, and criteria; plus the last time the agent viewed each buyer's Buyer Report, Viewed List, and Tagged List.

The following procedure is repeated for each buyer retrieved:

The For Sale Database is queried for the number of properties that match the buyer's criteria and were added or changed since the agent last viewed the buyer's Buyer Report. The oldest timestamp is also noted and used to create the link in the New Updates column of the list.

Next, the Userstate Database is queried to count the number of properties viewed by the buyer since the agent looked at the buyer's Viewed List. The number of properties found and the timestamp from the oldest result are used to create the link in the New Views column of the list. Additionally, the Userstate Table is queried again to count the properties tagged by the buyer since the agent last viewed the buyer's Tagged List. The number of properties found and the timestamp from the oldest result is used to create the link in the New Tags column of the list.

Finally, the Users Database is queried for the Last Login of each buyer.

Note: If no properties are found, the column is left blank.

Buyer
Database

For Sale
Database

Userstate
Database

Users
Database

A. Buyer List - Displays a summary of information relevant to each of the agents' buyers. Beneficial since it saves hours of work each week by automating the property information function. Also beneficial since it provides valuable information not available from any other source.

1. Image of Buyer List

The screenshot shows a web browser window titled "Buyer Manager @ LbAgent.com Netscape". The URL in the address bar is "http://www.LbAgent.com/cgi-bin/a_viewer.php?view=1". The page header includes links for "Buyer Services", "Tools Services", "Messages Center", "To Do List", "Profile", and "Help". A banner at the top says "Tell us what you think of our site..." with "comments" and "suggestions" buttons. Below the banner, the title "Buyer List" is displayed. On the right, there are links for "Quick Search" and "New Buyer". The main content area is a table titled "Buyer Profiles" with the following data:

Buyer Profiles	User Code	New Updates	New Views	New Tags	Last Login
Charlotte Gilman	801463	3 (03-29-2000)			09-24-1999
Karen Wenberg	801692		2 (09-30-2000)	1 (09-30-2000)	09-30-2000
John Smith	801695	25 (02-03-2000)			09-15-1999
Bob and Jean Morris	801690	25 (02-03-2000)			09-11-1999
John and Mary Smith	801696	29 (01-10-2000)			None yet
Richard Wells	801697	11 (01-03-2000)			None yet
John & Mary Jones	801698	60 (02-29-2000)			None yet

2. Buyer List Preparation

The Agent selects Buyer Services from the menu bar.

The system retrieves a list of the agent's buyers from the Buyer Database. The resulting table contains each buyer's name, User ID, last login, and criteria; plus the last time the agent viewed each buyer's Buyer Report, Viewed List, and Tagged List.

The following procedure is repeated for each buyer retrieved:

The For Sale Database is queried for the number of properties that match the buyer's criteria and were added or changed since the agent last viewed the buyer's Buyer Report. The oldest timestamp is also noted and used to create the link in the New Updates column of the list.

Next, the Userstate Database is queried to count the number of properties viewed by the buyer since the agent looked at the buyer's Viewed List. The number of properties found and the timestamp from the oldest result are used to create the link in the New Views column of the list. Additionally, the Userstate Table is queried again to count the properties tagged by the buyer since the agent last viewed the buyer's Tagged List. The number of properties found and the timestamp from the oldest result is used to create the link in the New Tags column of the list.

Finally, the Users Database is queried for the Last Login of each buyer.

Note: If no properties are found, the column is left blank.

Buyer
Database

For Sale
Database

Userstate
Database

Users
Database

A. Continued.

3. New Updates Links – Report listing activity for each of the agent’s buyers. The Buyer Report for each buyer is automatically checked to see if any properties were added or changed since the agent last viewed each report. If there is a change, a link is displayed in the New Updates column showing the number of properties added or changed and the earliest add/change date. The agent can view the Buyer Report by clicking the New Updates link. When the report is displayed, the new or changed properties will be highlighted at the top of the list.

Prior to the New Updates links in the Buyer List, agents had to go through the following steps to learn of new or changed properties for their buyers:

- 1) Recall a previously saved search; 2) Order the results so new or changed properties are at the top of the list; 3) view and mark each of the new or changed properties so they won’t show up as new, although changes may be missed using this procedure; 4) Repeat steps 1-3 for each buyer in the list.

A.3. Continued

The New Updates links benefit agents by reducing the time spent researching property information for their buyers. The links may also provide better information about changes then is currently available.

4. New Views Links – Report the viewing of properties by the agent's buyers. When buyers view a property, the listing number and date are recorded. When the Buyer List is displayed, the list of properties viewed by each buyer is checked to see if any new properties were viewed. If new properties were viewed, a link is displayed in the New Views column showing the number of new properties viewed and the earliest date. The agent can view these properties by clicking the New Views link. When the Viewed List is displayed, the new properties will be highlighted at the top of the list.

This information is not available from the real estate search portals.

The New Views benefit agents by giving them an idea of the price and location of homes being considered by their buyers. This can save

A.4. Continued.

Agent's time and money by reducing the number of properties they need to show. It can also help the agents prepare to answer buyer questions since they know the properties their buyers are viewing.

5. New Tags Links – Report when the agent's buyers add properties to their Tagged List. When a buyer tags a property, the listing number and date are recorded. When the Buyer List is displayed, the Tagged List for each buyer is checked to see if any new properties were tagged. If new properties were tagged, a link is displayed in the New Tags column showing the number of new properties tagged and the earliest date. The agent can view these properties by clicking the New Tags link. When the Tagged List is displayed, the new properties will be highlighted at the top of the list.

Although buyers can e-mail properties to their agent from the real estate portals, it is not done automatically. Additionally, there is no provision for agents to view their buyer's saved properties.

A.5. Continued.

The New Tags benefit agents by alerting them to homes their buyers may want to buy. It also gives them a better idea of the price and location of homes their buyers will seriously consider. This can also save agents time and money by reducing the number of properties they need to show.

6. Last Login – Displays when the agent's buyers last used their LbBuyer Web sites.

Agents do not receive this information from the real estate search portals.

Knowing when their buyers are using their LbBuyer Web sites helps agents judge how serious their buyers are about buying a home.

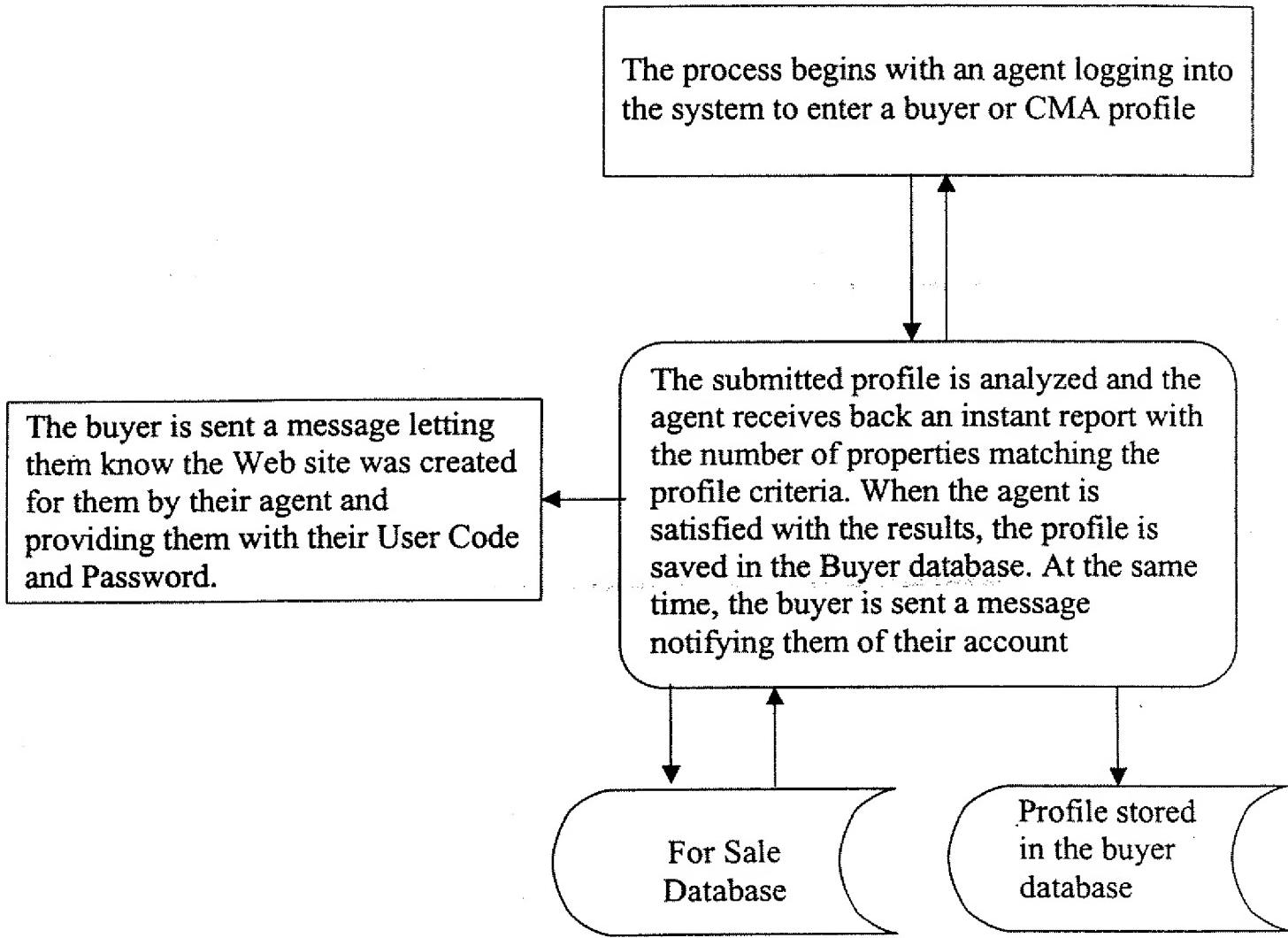
B. Add Buyers (Edit Buyer Profile) – Used to create (change) custom buyer Web sites simply by filling out a buyer profile form. Agents appear to be high tech without having any knowledge of the Internet or programming.

1. Image of Add Buyers

The screenshot shows a web browser window for 'Buyer Manager & LBAgent.com - Netscape'. The title bar includes 'Buyer Manager', 'LBAgent.com', 'Netscape', and 'File Edit View Insert Options Help'. A menu bar below has items like 'File', 'Edit', 'Buyer Services', 'SMS Services', 'Message Center', 'Buyer List', 'Plugins', and 'Help'. A large central window contains a message 'Tell us what you think of our site...' with options 'comments' and 'suggestions'. Below this is a form with instructions: 'To add a buyer to your Buyer List, fill out the following form. Click Finished when you're done.' The form fields include:

Buyer Type:	<input checked="" type="radio"/> Client <input type="radio"/> Prospective Client <input type="radio"/> Other	Only clients receive Price History & Area Sales	
Give Buyer:	<input checked="" type="checkbox"/> Buyer Report <input type="checkbox"/> Property Lookup		
Name(s):	<input type="text"/>		
Address 1:	<input type="text"/>		
Address 2:	<input type="text"/>		
City:	<input type="text"/>	State:	<input type="text"/>
Home Phone:	<input type="text"/> - <input type="text"/> - <input type="text"/> - <input type="text"/>	Work Phone:	<input type="text"/> - <input type="text"/> - <input type="text"/> - <input type="text"/>
Fax:	<input type="text"/> - <input type="text"/> - <input type="text"/> - <input type="text"/>	Pager:	<input type="text"/> - <input type="text"/> - <input type="text"/> - <input type="text"/>
Email:	<input type="text"/>		

2. Add Buyer Procedure



B. Continued.

3. Custom Grid Areas (Requires MLS Grid Areas)

- Allows agents to select areas from a list of familiar area names (ie. Northwest Greensboro) even if the areas are not geocoded or defined as MLS areas.

Other systems may use geocoding to define areas, but have problems finding properties in new developments since they are often missing from mapping files.

Saves the agent's time and simplifies the task of defining the buyer's search area.

4. “Like To Have” and “Must Have” Features –
Designed to assist the agent in determining the buyer's true housing requirements. Recognizes that buyers are often not aware of what is most important to them in buying a new home. Also recognizes that some requirements are more easily overcome. Buyers can review their criteria at anytime, and request changes from their agent if required. This ensures that agents are always aware of the buyer's current requirements.

B.4. Continued.

While MLS systems let agents rank their buyer's criteria, they don't communicate the criteria to the buyers. The real estate portals let buyers enter their own criteria, but fail to furnish agents with criteria information.

Reduces the time it takes to establish realistic expectations for buyers by recognizing that criteria need to be evaluated continuously based on properties presented to the buyers. By requiring communication between agents and buyers before the buyer's criteria is changed, agents are always aware of the buyer's current requirements and spend less time trying to satisfy unrealistic buyer goals.

5. Agents Control Web Site Content –The agent determines whether a buyer's Web site includes the Buyer Report and Property Lookup services. The agent also indicates if the buyer is a “client” that is granted access to restricted information like DOM (Days On Market), price history and area sales.

B.5. Continued.

Agents have no control over the information their buyers receive from the real estate portals.

Recognizes that the amount of information agents want their buyers to receive will vary based on their relationship with the buyer. For example, if the agent is representing a buyer, they would want the buyer to have access to as much information as possible. If they are providing Web sites for buyers they never met, they may want to provide that buyer with limited information.

New Updates Link

An Agent selects a link in the New Updates column of the Buyer List. An updated Buyer Report page is displayed.

The system retrieves the buyer's records from the Userstate Database. Next, it retrieves the buyer's search criteria from the Buyer Database. The system queries the For Sale Database for properties that match the buyer's criteria. If properties are found, a new window is opened and the Buyer Report is displayed. Properties that were added or changed since the agent last viewed the Buyer Report are highlighted. If the property was added or changed during the current week, a New or Chg marker is placed to the left of the property line. If the was tagged, a "Tag" marker is displayed to the right of the property line.

Userstate
Database

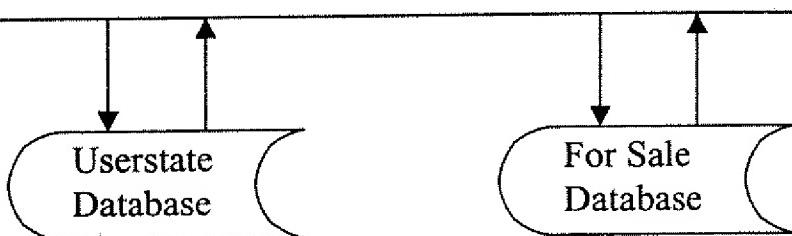
Buyer
Database

For Sale
Database

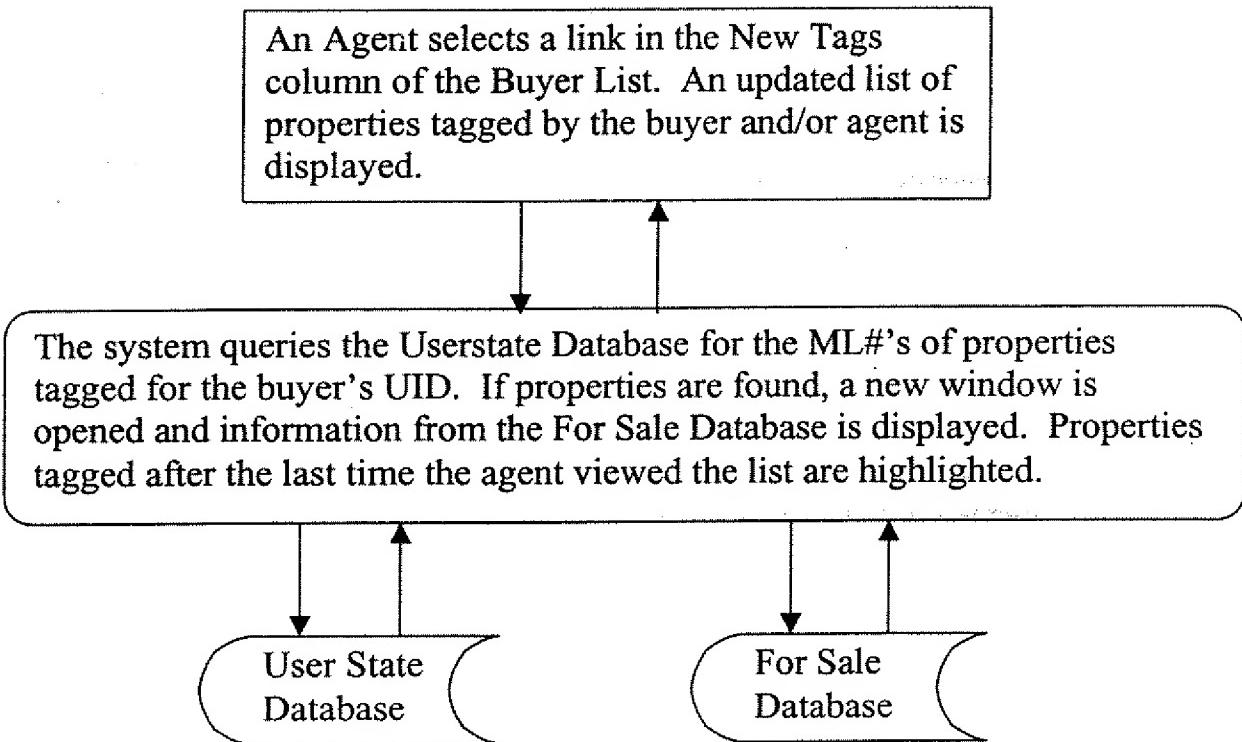
New Views Link

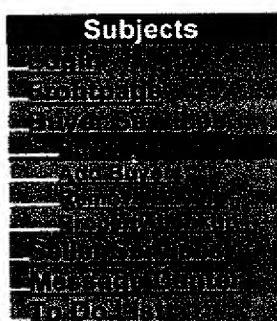
An Agent selects a link in the New Views column of the Buyer List. An updated list of properties the buyer viewed is displayed.

The system queries the Userstate Database for the ML#’s of properties viewed by the buyer. If properties are found, a new window is opened and information from the For Sale Database is displayed. Properties added after the last time the agent viewed the list are highlighted. Tagged properties get a “Tag” marker to the right of the property line.



New Tags Link





9 → New Tags Column

The New Tags column contains links that serve two purposes. They let you know which of your buyers have new properties in their Tagged List. They also provide an easy way to view those properties. When you click on a link, the buyer's Tagged List is instantly displayed. The new tagged properties are the highlighted properties at the top of the list.

Buyer	User Code	New Updates	New Views	New Tags	Last Login
Charlotte Gilman	BO1463	26 (06-20-1999)	20 (06-20-1999)	1 (06-20-1999)	06-20-1999
Rodney Booze	BO1774	28 (06-19-1999)			06-19-1999
Peter Andrews	BO1858	1 (06-20-1999)			None yet
John Smith	BO1865	5 (06-19-1999)			06-19-1999
Gary Buyer	BO1625				06-16-1999
John Darnoud	BO1900				06-16-1999
Chris & Lisa Struck	BO1640				06-16-1999
Bob Test	BO1929	2 (06-20-1999)			None yet
test	BO1929				None yet
Peter Andrews	BO1860		1 (06-20-1999)		06-20-1999
John Smith	BO1865				None yet

Subjects**10 → Last Login Column**

The Last Login column lets you see the last time your buyers accessed LbBuyer. If a buyer access LbBuyer everyday, they are serious buyers. If they haven't accessed LbBuyer in several weeks, you should find out why they haven't. You don't want to spend your time helping them if they are no longer interested or they are working with someone else.

To continue, select Add Buyers from the Subjects menu.

Buyer Profiles	User Code	New Updates	New Views	New Logs	Last Logon
Charlotte Gilman	601463	25/03/21/1999	20/03/20/1999	1/03/20/1999	16/22/1999
Rodney Booze	601774	20/03/19/1999			09/19/1999
Gary Huver	601855	1/03/20/1999			None yet
John Davenport	601860	5/03/19/1999			03/16/1999
Chris & Lisa Sturzik	601866				03/16/1999
Bob Test	601968	2/03/20/1999			None yet
test	601965				None yet
Peter Andrews	601961		1/03/21/1999		16/22/1999
John Smith	601956				None yet

Message Center

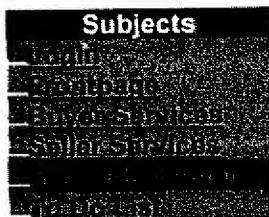
The agent clicks on the Message Center link from their Inbox, or selects Message Center from the menu bar. The system returns a list of that agent's received messages.

When the agent selects the Message Center, the system queries the Msgs Database for a list of messages received by the agent. Next, it queries the Users Database for the names of the buyers and sellers that sent the agent messages. The list of messages is then returned to the agent, with a filter menu at the top of the page containing the buyer and seller names.

Note: The agent can also request to see the messages that he sent. He can also request to see only messages he hasn't opened yet; only previously viewed messages; or messages received from a specific buyer or seller.

Msgs
Database

Users
Database



Message Center Introduction

The Message Center is your personal post office in LbAgent. Messages from your clients are received and messages to your clients are stored in the Message Center indefinitely unless you delete them or remove the client from LbAgent.

To learn more about the Message Center, click the numbered arrows.

1 → View

Messages Received

- Messages Received
- Messages Sent
- New Message
- Old Message

Filter

Show All Messages

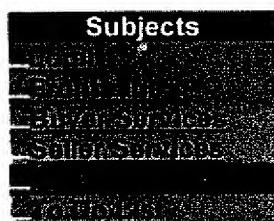
- Show All Messages
- Show New Messages
- Show Old Messages

5 →

To view a message, click on

Subject	From	Date
Re: 9702 Springcrest	BD1463 - Charlotte Gilman	09-18-1999 5:32pm
9702 Spring Crest Ct	BD1463 - Charlotte Gilman	09-18-1999 5:15pm
9702 Spring Crest Ct	BD1463 - Charlotte Gilman	09-18-1999 3:16pm
Re: Appointment Saturday	BD1463 - Charlotte Gilman	09-18-1999 3:14pm
5910 Tarby Ct	BD1463 - Charlotte Gilman	09-18-1999 11:50am
9742 Warwick Circle	BD1463 - Charlotte Gilman	09-17-1999 5:07pm
Re: Site Construction	BD1463 - Charlotte Gilman	09-05-1999 4:14pm
Client Information	BD1463 - Charlotte Gilman	09-04-1999 6:34pm

Total Messages: 8



1 **View Menu**

The View menu is used to switch between Messages Received and Messages Sent. When you initially view the Message Center, messages you received are displayed in date sequence with the last message received shown first.

2 **View Messages Received**

3 **Filter**

4 **Messages Received**

5 **Messages Sent**

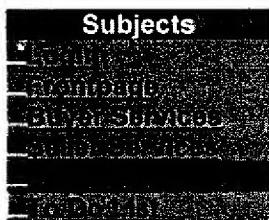
6 **New Message**

7 **Old Message**

To view a message, click on [B01463 - Charlotte Gilman]

Date
09-18-1999 5:32pm
09-18-1999 5:16pm
09-18-1999 3:16pm
09-18-1999 3:11pm
09-18-1999 11:50am
09-17-1999 5:07pm
08-05-1999 4:14pm
08-04-1999 5:34pm

Total Messages: 8

**2 ➔ New Message Indicator**

The New Message Indicator (closed envelope) is used to visually alert you to messages you haven't seen. New messages are also displayed in bold type to further simplify their identification. Messages are viewed by clicking on their Subject link.

1 ➔ View**Messages Received**

- New Message
- Old Message

Filter**Show All Messages**

- Show All Messages
- Show New Messages
- Show Old Messages

5

To view a message, click on

B01463 - Charlotte Gilman

2 ➔**Re: 9702 Springcrest**

Subject	Date
B01463 - Charlotte Gilman	08-18-1999 5:32pm

9704 Spring Crest Ct

B01463 - Charlotte Gilman	08-18-1999 3:16pm
---------------------------	-------------------

9702 Spring Crest Ct

B01463 - Charlotte Gilman	08-18-1999 3:16pm
---------------------------	-------------------

Re: Appointment Saturday

B01463 - Charlotte Gilman	08-18-1999 3:14pm
---------------------------	-------------------

3 ➔**5910 Terby Ct**

B01463 - Charlotte Gilman	08-18-1999 11:50am
---------------------------	--------------------

9742 Warwick Circle

B01463 - Charlotte Gilman	08-17-1999 5:07pm
---------------------------	-------------------

Re: Site Construction

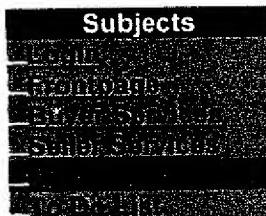
B01463 - Charlotte Gilman	08-05-1999 4:14pm
---------------------------	-------------------

Cinema Change

B01463 - Charlotte Gilman	08-04-1999 6:34pm
---------------------------	-------------------

4**Total Messages: 8**

148



③ → Old Message Indicator

The Old Message Indicator (opened envelope) is used to differentiate viewed messages from messages you haven't seen. Old Messages can be viewed again by clicking on their Subject link.

① → View **Messages Received**

- Message Received
- Message Sent
- New Message
- Old Message**

Filter **Show All Messages**

← 5

- Show All Messages
- Show New Messages
- Show Old Messages

B01463 - Charlotte Gilman

To view a message, click or

② → **Re: 9702 Springcrest**

B01463 - Charlotte Gilman 09-18-1999 5:32pm

9702 Spring Crest Ct

B01463 - Charlotte Gilman 09-18-1999 3:16pm

9702 Spring Crest Ct

B01463 - Charlotte Gilman 09-18-1999 3:16pm

Re: Appointment Saturday

B01463 - Charlotte Gilman 09-18-1999 3:14pm

③ → 5910 Tarby Ct

B01463 - Charlotte Gilman 09-18-1999 11:50am

5910 Tarby Ct

B01463 - Charlotte Gilman 09-17-1999 5:07pm

Re: Site Construction

B01463 - Charlotte Gilman 08-05-1999 4:14pm

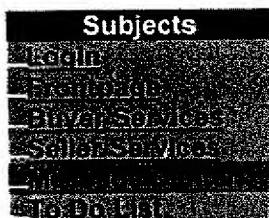
5910 Tarby Ct

B01463 - Charlotte Gilman 09-04-1999 5:34pm

Total Messages: 8

← 4

PA



4 → Date Column

The Date column contains the date and time messages were sent by the client and received in the Message Center (LbAgent supports instant messaging). Note that your messages sent to clients have a status line that shows when opened messages were read. This can be useful in situations where the client claims they didn't get your message.

1 → View **Messages Received** Filter **Show All Messages** 5

2 → **Messages Received** 4

3 → **Messages Sent**

4 → **New Message**

5 → **Old Message**

To view a message, click or

Subject	Date
Re: 9702 Sandpiper	08-18-1999 5:32pm
9702 Sonoma Crest Ct	08-18-1999 5:16am
9702 Spring Crest Ct	08-18-1999 5:16pm
Re: Appointment Saturday	08-18-1999 3:14pm
5910 Tarby Ct	08-18-1999 11:50am
9742 Warwick Circle	08-17-1999 5:07pm
Re: Site Construction	08-05-1999 4:14pm
Criteria Change	08-04-1999 5:34pm

Total Messages: 8

Subjects

5 Filter Menu

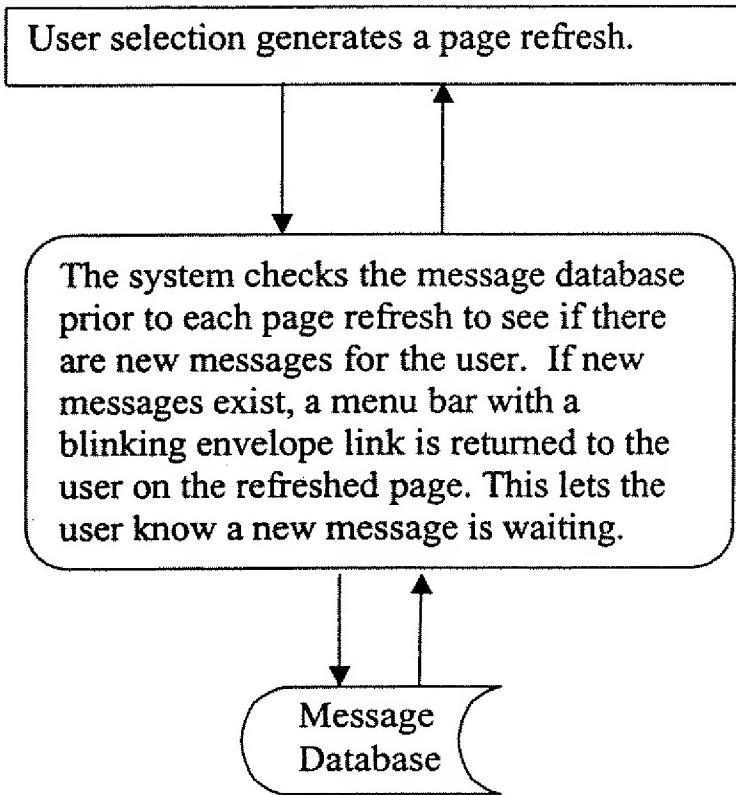
The Filter menu lets you select who's messages you want to view. The default is Show All Messages. However, there are often situations where it is helpful to view messages sent or received from a particular client. The Filter menu can also be used to view New Messages (those you haven't read yet).

To continue, select To Do List from the Subjects menu.

View	Messages Received Messages Sent New Message Old Message	Filter	Show All Messages Show All Messages Show New Messages Show Old Messages BO1463 - Charlotte Gilman	5
	To view a message, click on the subject.			
Subject	Sender	Date		4
Re: 9702 Springcrest	BO1463 - Charlotte Gilman	08-18-1999 6:32pm		
9702 Spring Crest Ct	BO1463 - Charlotte Gilman	08-18-1999 3:16pm		
9702 Spring Crest Ct	BO1463 - Charlotte Gilman	08-18-1999 3:16pm		
Re: Appointment Saturday	BO1463 - Charlotte Gilman	08-18-1999 3:14pm		
5910 Tarby Ct	BO1463 - Charlotte Gilman	08-18-1999 11:50am		
9742 Warwick Circle	BO1463 - Charlotte Gilman	08-17-1999 5:07pm		
Re: Site Construction	BO1463 - Charlotte Gilman	08-05-1999 4:14pm		
Criteria Change	BO1463 - Charlotte Gilman	08-04-1999 5:14pm		

Total Messages: 8

Message Alerts



Subjects**6 → Message Alert**

The flashing envelope in the right hand corner of the menu bar means you have an unseen message. When not on the Frontpage, clicking the envelope will take you to the Frontpage so you can retrieve the message from your Inbox.

To continue, select **Buyer Report** from the Subjects menu.

Tell us what you think of our site.

Welcome to LbBuyer.com!
The site is currently under development. If you have any problems or questions, please call us toll free at 1-800-361-4579.

Getting Started
Click on Buyer Report in the black menu bar above. It contains properties that meet your requirements. If not, click on the Review Criteria button in Buyer Report to request a change if required.

If you see a property that interests you, click it's address link to view the property and additional details (Photo Report). Click the Tag It! button under the Photo Report if you want to notify your agent that the property interests you.

If something is underlined, you can click on it for additional information. You can also click on Help in the black menu bar to view answers to commonly asked questions.

Questions or Comments?
To contact our Help Desk, click on the link below:
[Message the Help Desk](#)

Inbox	
Message from your agent.	05:08pm Aug 17, 1999 Click here to read
Your agent has tagged a property for you to look at. It will be highlighted in your LeadList.	
You have a task that is due.	The To Do List will allow you to view it.

To Do List

The user clicks on To Do List from the menu bar. The system returns a list of any open tasks for the user.

When the user selects the To Do List, the system queries the Tasks Database for any open task that matches the user's ID. A list with all "Open Tasks" is returned.

Note: The user can switch to "Closed Tasks" or filter open tasks based on their Due Date (Current or Past Due).

Additionally, The user can enter new tasks that get added to the Tasks Database.

Tasks
Database

C. CMA List – Displays a summary of property activity in the area around each of the agent's CMA properties. Beneficial since it saves hours each week by automating the property information function.

1. Image of CMA List

The screenshot shows a web browser window with the title bar "CMA Services © LbAgent.com - Netscape". The address bar contains the URL "http://www.LbAgent.com/cgi-bin/a_viewer.php?view=2". The menu bar includes "File", "Edit", "View", "Insert", "Format", "Tables", "Cells", "Help", and "About". Below the menu is a navigation bar with links to "Frontpage", "Email Services", "CMA Services", "Message Center", "To Do List", "Findings", and "Help". A large "Tell us what you think of our site..." feedback box is centered on the page, containing "comments" and "suggestions" buttons. The main content area is titled "CMA List" and contains a table with three rows:

Profile	CMA ID	New Actives	New Sales
1021 Vickery Dr - Karen Wenberg	2	1 (03-24-2000)	2 (03-22-2000)
5303 Kathryn Blair Ln - Peter Andrews	3		
1021 Vickery Dr	5	1 (03-24-2000)	

At the bottom of the browser window, the status bar shows "Document Done" and various toolbar icons.

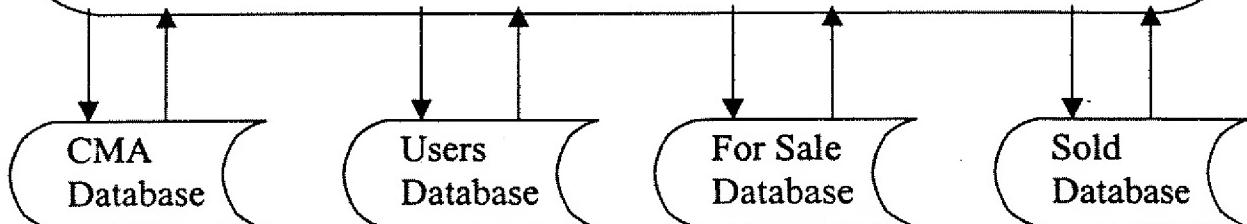
2. CMA List Preparation

The Agent selects CMA Services from the menu bar. The CMA List is returned.

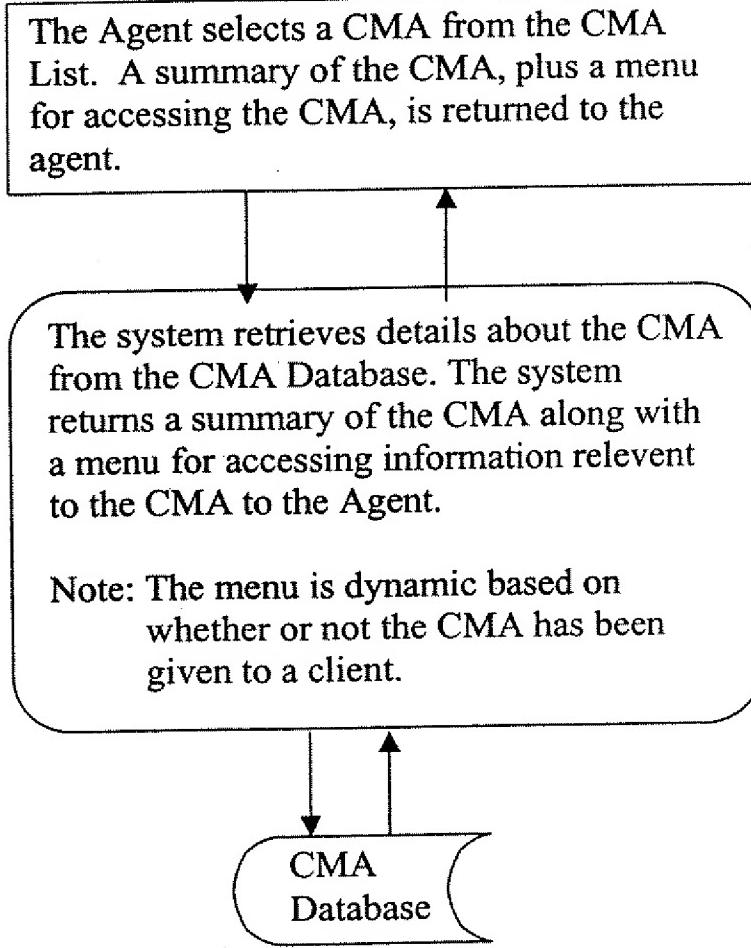
The system retrieves a list of the agent's CMAs from the CMA Database. The results table contains each CMA's address, CMA ID, criteria; plus the last time the agent viewed the CMA's For Sale Comps and Sold Comps.

The following procedure is repeated for each CMA retrieved:

If the CMA was given to a user, the Users Database is queried for the person's name. The For Sale Database is queried for the number of properties that match the CMA criteria and were added or changed since the agent last viewed the For Sale Comps. The oldest timestamp is also noted and used to create the link in the New Actives column of the list. Next, The Sold Database is queried for the number of properties that match the CMA criteria and were added or changed since the agent last viewed the Sold Comps. The oldest timestamp is also noted and used to create the link in the New Sales column of the list. The completed CMA List is returned to the Agent.



Working With a CMA



CMA - For Sale Comps

The agent selects For Sale Comps from the CMA menu links. A list of active/pending properties comparable to the CMA property is returned.

The system retrieves the CMA's criteria from the CMA Database and queries the For Sale Database for matching properties. A unique procedure arranges the properties in order of comparability to the CMA property (the default order). New and changed properties not previously viewed by the agent are marked for highlighting. Properties that are pending sale have a pending marker added to the beginning of their address. Properties that were selected for the CyberCMA Report (in the Userstate Database) have CMA markers added to their description lines. The completed list is sent to the agent.

CMA
Database

For Sale
Database

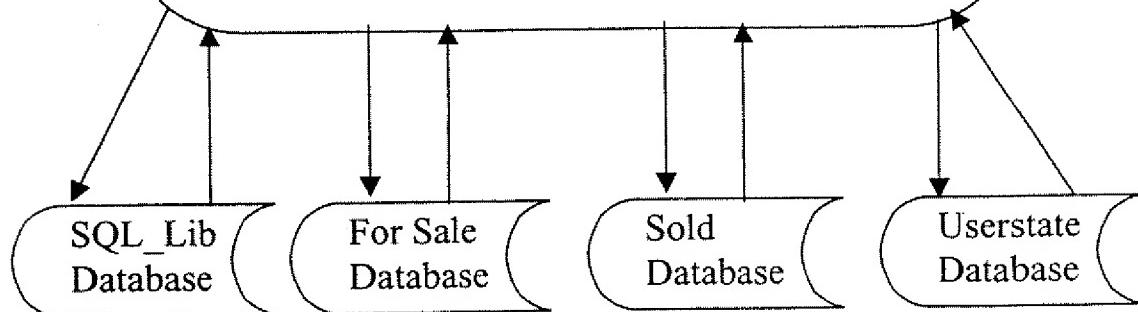
Userstate
Database

Seller – Property Lookup

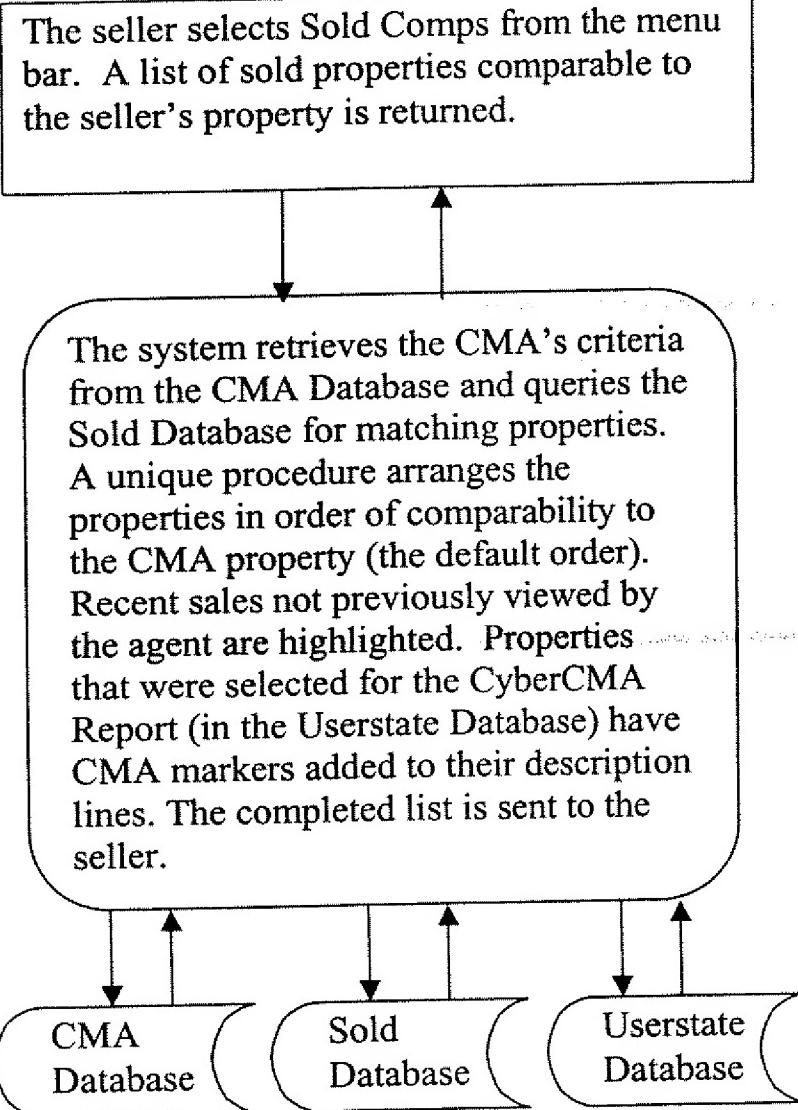
When the seller selects Property Lookup from the menu bar, a blank Property Lookup form is returned. After the seller fills out and submits the Property Lookup form, a search results page is returned.

When a seller Property Lookup request is received, the system queries the SQL_Lib Database for a table of MLS Areas. The Property Lookup Form including the results of the MLS Areas query is returned to the seller. The seller fills out the form and submits it to be processed. The system checks the form for completeness, then determines which database to use for the query (For Sale or Sold). Next, the system queries the appropriate database for properties that match the Area(s) and criteria provided by the seller. The system also checks to see if any of the properties found are in the CyberCMA Report. Finally, the results are prepared and sent to the seller.

Note: When sellers view property details, they can click on the CMA It! link to add or remove properties in their property's CyberCMA Report.



Seller - Sold Comps



Sold Comps @ LbSeller.com - Netscape

File Edit View Bookmarks Favorites Help

N

Brick Project Home Print http://www.LbSeller.com/cgi-bin/s_viewer.php?view=2

W Warnings | Predictors | Address | Advanced Search | Help

Frontpage | For Sale Comps | Sold Comps | Property Lookup | CyberCMAs | To Do List | Help

Tell us what you think of our site... 

Comments suggestions

Connect Your Agent

Address Sub-Division Lbs Ballantyne SFR Sales DOM

143 Properties Click on the address link to view property details

9323 Mispelling Wind Dr.	Kensington At Ballantyne	20	4	31	0	3222	\$248,000	31
6307 Meadow Run Ln.	Kensington At Ballantyne	20	4	31	0	3300	\$218,000	340
0000 Reth Butler P.	Providence Plant	20	4	31	0	3612	\$338,000	51
12019 Shoal Creek Ct.	Providence County Club	20	4	31	0	3630	\$428,000	146
12088 Bridge Creek Way	Bridgehampton	30	4	31	0	3641	\$378,000	88
12089 Bridge Ct.	Providence County Club	19	4	31	0	3280	\$326,250	135
12216 Bridge Creek Way	Bridgehampton	30	4	31	0	3760	\$335,150	61
7012 Watercress Ln.	Kensington At Ballantyne	20	4	31	0	2016	\$280,000	86
8128 Woodlawn Ln.	Kensington At Ballantyne	20	4	31	0	3887	\$354,000	164
12127 Linden Ln.	Providence County Club	20	4	31	0	3357	\$277,750	170
12282 Linden Ln.	Providence County Club	20	4	31	0	3887	\$376,000	172

Sold Comparables

Address Sub-Division Lbs Ballantyne SFR Sales DOM

143 Properties Click on the address link to view property details

9323 Mispelling Wind Dr.	Kensington At Ballantyne	20	4	31	0	3222	\$248,000	31
6307 Meadow Run Ln.	Kensington At Ballantyne	20	4	31	0	3300	\$218,000	340
0000 Reth Butler P.	Providence Plant	20	4	31	0	3612	\$338,000	51
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12282 Linden Ln.	Providence County Club	20	4	31	0	3887	\$376,000	172

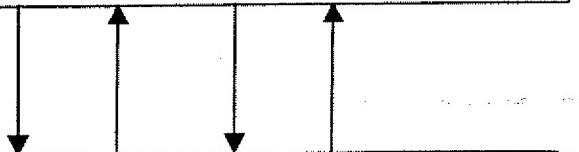
Order | Comp Order

Document Done

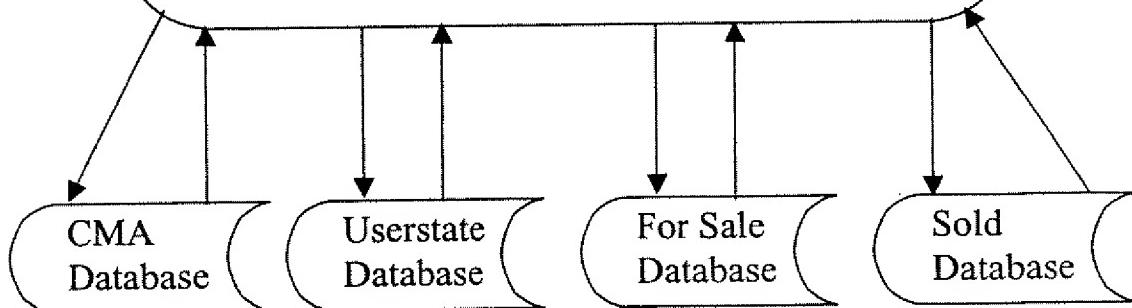
16A

Seller CyberCMA(tm)

When the seller selects CyberCMA(tm) from the menu bar, the CyberCMA report for the seller's property is returned.



Note: When sellers view property details in the CyberCMA Report, they can click on the "Un CMA" link to remove properties and request a new report.



Back Forward Reload Home Search Network Print Stop

Bookmarks History Location http://www.LbSeller.com/cgi-bin/s_viewer.php?view=4

W ebster's Dictionary Webster's Thesaurus

Frontpage | For Sale Comps | Sold Comps | Property Lookup | CyberCMA | To Do List | Help

Contact Your Agent

■ CyberCMA Report

Tell us what you think of our site... 

comments suggestions

Subject Property

Address
6303 KathrynBrain Ln

Sub-Division	Tracts	Bldg	Bath	Age	SqFt	Prop.	\$/SqFt	DOM
Stallworth	2.0	4	3.1	6	4000	NA	NA	NA

For Sale Comparables

Address	Sub-Division	Tracts	Bldg	Age	SqFt	Prop.	\$/SqFt	DOM
6303 KathrynBrain Ln	Stallworth	2.0	4	6	4000	NA	NA	NA
5407 KathrynBrain Ln	Stallworth	2.0	4	6	3544	352000	10033.9	70

Average List\$: 395,994

Average \$/SqFt: 102.71

Average Market Time: 120

Sold Comparables

Address	Lots	Bldg	Bath	Age	SqFt	Prop.	\$/SqFt	DOM
16841 Ballantine County Club Dr	2.0	4	3.1	2	3572	450,000	124.38	140

Document Done

Loan Report

A user selects Loan Report from the Property Detail View menu.

The system sets the default price equal to the Photo Report property's price. Next, it looks in the Agent Database to find the default loan rate requested by the user's agent. The Loan Report page is then prepared based on 5%, 10%, and 20% downpayments and sent to the user.

For Sale Database

Agent Database

Subjects**Loan Report**

The Loan Report provides monthly housing expense estimates for the Photo Report property. The estimates are based on downpayments of 5%, 10, and 20% and loan amounts of 85%, 90% and 80% respectively. Mortgage payments are assumed over 360 months (30 years).

To learn more about the Loan Report, click on the numbered arrows.

Loan Report 3522 Talwyn Ct

[Print](#) | [View Yahoo Map](#)



1 **Loan Rate** National (7.625)

2 **Purchase Price** \$239,900

**Purchase Data**

Purchase Price

Downpayment

85% Loan	90% Loan	95% Loan
8.124%	8.124%	8.124%

\$249,900	\$239,900	\$229,900
(12,000)	(11,000)	(10,000)

\$237,900	\$228,900	\$219,900

Loan Amount**Monthly Payments**

Principal & Interest (360 Mos.)

Estimated Property Tax

Estimated Property Insurance

Estimated Mortgage Insurance

\$1,749	\$1,749	\$1,749

137	137	137

73	73	73

180	180	180

\$2,165	\$2,000	\$1,823

Estimated Housing Expense (PITI)

220